# THE AMERICAN ELEVATOR AND GRAIN TRADE

Established 1882. *Entered as second-class matter June 26, 1885, at the Post Office at Chicago, Illinois, under Act of March 3rd, 1879.* Established 1882

PUBLISHED BY Mitchell Brothers Publishing Co.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

One Dollar Per Annum
SINGLE COPIES, 15 CENTS

VOL. XXXVII 431 South Dearborn St., Chicago, Ill., June 15, 1919 NO. 12

**Our Ways and Our Means Encourage Patronage**

**McKenna & Rodgers**

**Grain Merchants**
**Consignments**

60 BOARD OF TRADE
CHICAGO

We Meet Your Needs in Deeds

**TAYLOR & BOURNIQUE CO.**
Grain Merchants
MILWAUKEE, WISCONSIN

WESTERN BRANCHES:
Chicago, Ill.
Sioux City, Ia.
Mason City, Ia.
Marshalltown, Ia.
Sioux Falls, S. Dak.
Consignments Solicited.
Track Bids—Sales to Arrive.

Elevator Capacity
Milwaukee and Chicago,
2,000,000
Bushels

EASTERN BRANCHES:
New York City, N. Y.
Boston, Mass.
Philadelphia, Pa.
Buffalo, N. Y.
Pittsburgh, Pa.
Quality and Uniformity.

**Established 1877**

**LANGENBERG BROS. GRAIN CO.**
**GRAIN and HAY**
We Solicit Your Consignments
ST. LOUIS MISSOURI

**Buyers**
OF
**Clover**
AND
**Timothy Seed**

Mail Samples for Top Market Bids

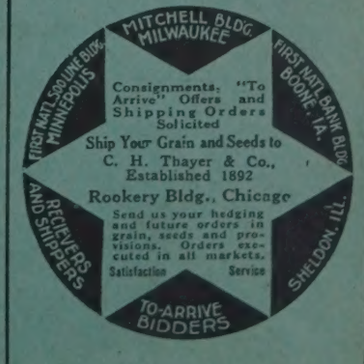
**Milwaukee Seed Company**
MILWAUKEE, WIS.

**THE ILLINOIS SEED CO.**
**GRASS SEEDS FIELD**
BUYERS CHICAGO SELLERS
*Ask for Samples* *Mail Samples for Bids*
TIMOTHY, CLOVERS, ALSIKE, ALFALFA, MILLETS, RED-TOP, BLUEGRASS, SEED GRAIN, GRAIN BAGS, Etc.

**Carlisle Commission Co.**
(Established 1889)
**Hay and Alfalfa Meal Products**
736-738-746 Live Stock Exchange Building
KANSAS CITY, MISSOURI
(*The World's Greatest Hay Market*)
If you have Hay we want it—if you want Hay we have it. We have unequalled facilities, the largest established trade and outlet. Liberal advances on consignment. Kansas City handling charges the lowest, service the best.
Write Us Your Needs in Alfalfa Meal Get Our Delivered Price

**The WAGNER LETTER**
Covers all markets. Ask for the weekly or daily issue. Has the largest circulation of any grain literature.
Stocks Grain **E. W. Wagner & Co.** Bonds Cotton
Members New York Stock Exchange
Members New York Cotton Exchange
Members Chicago Board of Trade
Continental & Commercial Bank Bldg.
Established 32 Years CHICAGO

**Courteen Seed Co.**
MILWAUKEE, WISCONSIN
**CLOVER and TIMOTHY SEEDS**
SPECIAL PRICES ON GRAIN BAGS
*Write Us When Interested*



# Diamond



## MILES *of* BELTING

You can judge the capacity of a Grain Elevator by knowing the number of MILES of belting it contains. And you can judge the capacity of Diamond Rubber Belts by the fact that this unit of measurement is not uncommon among the orders placed with us for Belting.

Diamond "ELEVAY" and "GRAINVEY" are made for one purpose —the satisfactory handling of grain at minimum expense and trouble. "ELEVAY" is specially for bucket elevators. "GRAINVEY" for horizontal conveyors. Both are manufactured with the utmost skill to operate with lowest frictional loss.

The Diamond Rubber Company has made the Belting for many large Elevators. They understand the particular needs of the trade. Your requirements will be taken care of by men who understand just what you want.

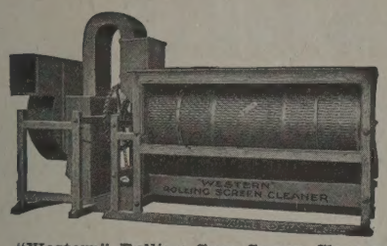
THE DIAMOND RUBBER COMPANY, Inc.

Distributors Everywhere

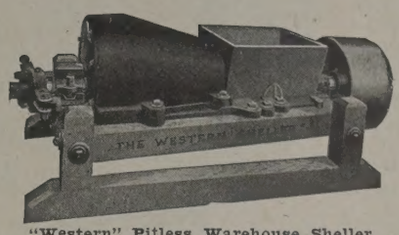
Factories—AKRON, OHIO

# BELTING

# See That the Distinctive Mark of "Western" Is On Your Machinery




"Western" Rolling Corn Screen Cleaner



"Western" Pitless Warehouse Sheller

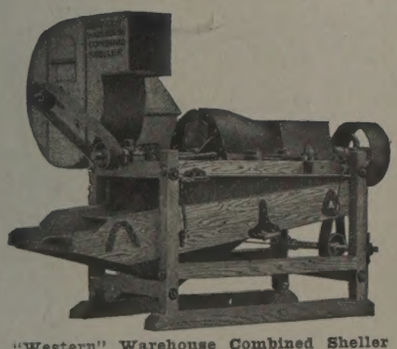
The name "Western" today gives confidence and assuredness that, in so far as the machinery equipment of the elevator is concerned, nothing could be supplied that could promote more satisfactory or economical operation.

---

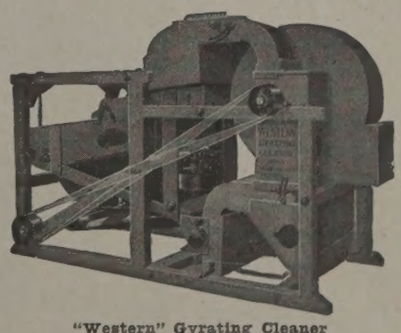
That's why you find the "Western" line in the large majority of the best grain elevators. We have been engaged in the building of machines for grain elevator work upwards of 37 years. Our constant endeavor in that time has been to improve them; then when we thought we had a perfect machine, we set our mechanics at the task of making it better. Today "Western" stands for the very best that can be secured in grain cleaning and handling devices of every character.

---

We invite correspondence. Our services, descriptive catalogs, etc., are at all times at your disposal.



"Western" Warehouse Combined Sheller



"Western" Gyrating Cleaner

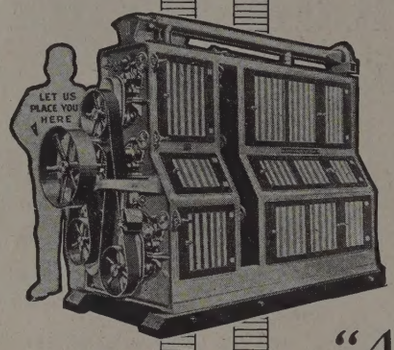
# UNION IRON WORKS

DECATUR ILLINOIS

Complete Line of Shellers and Cleaners Kept at

1400-1402 West 12th Street KANSAS CITY, MO.

*Here are some of our customers who have bought their second (Midget) Marvel Mill, having to increase their capacity to take care of their trade.*



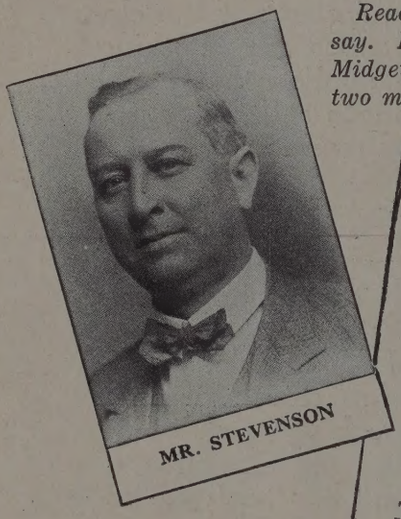

ADLER BROS. (Altoona Feed Mills), Altoona, Pa.
BRAMLETT-BABB MILLING CO., Laurens, S. Car.
CARL BESHONER, Paris, Ark.
CLARK & ADAMS, Vienna, Va.
W. T. DUNWODY, Huntland, Tenn.
DEARING ROLLER MILLS, Dearing, Ga.
FARMERS' MILLING CO., Etowah, Tenn.
DAVID DIETZ, New Salem, N. D.
T. FREIJE, Rincon, N. Mex.
J. GERLACH, Bessie, Okla.
HALL BROS. MILLING CO., Morehead, Ky.
HARTZELL MILLING CO., Enough, Mo.
G. B. HOOVER & SONS, Woodbury, Pa.
W. H. HORNE, Rocky Mount, N. C.
F. H. JENNINGS, Galax, Va.
LUBERT KARNES, Martinsburg, Ind.
A. E. KEPLINGER, Lahmansville, W. Va.
HENRY MOFFAT, Buffalo, N. Y.
KIOWA MILLING COMPANY, Kiowa, Kansas.
OAK CLIFF MILLING CO., Dallas, Texas.
PLANO MILL & ICE CO., Plano, Texas.
E. S. PRATHER, Benkelman, Neb.
E. H. RAYMOND, Osseo, Mich.
ROSS & JOHNSON, Tahlequah, Okla.
SPRAGUE & WARD, St. Johns, Mich.
STRAWN FLOUR MILLING CO., Strawn, Texas.
VAN ALSTYNE ROLLER MILLS, Van Alstyne, Tex.
ZOELLNER BROS., Waupen, Wis.
PRYOR MILL & FEED CO., Pryor, Okla.
WHITELEY MFG. CO., Kenesaw, Nebr.
SLEEPER VALLEY MILLING CO., Valley Mills, Tex.
BARRETT MILLING CO., Thorp, Wis.
C. E. BERNSTEIN, Tecate, B. C. Mexico.
C. M. FISHER, Chelsea, Iowa.
COMMUNITY MILLING CO., El Paso, Tex.
PULLIAM MILLING CO., Dallas, Tex.
HARDIN MILLING CO., Hardin, Mont.
IROQUOIS MILLING CO., Perry, N. Y.
H. J. RUSSELL, Weiser, Idaho.
TEXAS-MEXICAN MILLING CO., Laredo, Tex.
R. C. FISHER, Frisco, Tex.
C. H. RAYMOND, Shadyside, Mich.
HOME MILLING CO., Fargo, N. D.

# OVER 1600 OWNERS OF AMERICAN "MIDGET" MARVEL MILLS

are proving the efficiency of these wonderful mills, because they are making unusual profits on their investments by making

## *"A Better Barrel of Flour Cheaper"*

*Read what Mr. Stevenson of Arcanum, Ohio, has to say. Five years ago he started operating an American Midget Marvel Mill and since that time has purchased two more.*



MR. STEVENSON

S. S. STEVENSON, GEN. MGR. J. H. STEVENSON W. H. FRITZ

ARCANUM MILLING & GRAIN CO.

MANUFACTURERS OF CHOICE GRADES OF
FLOUR, FEED AND MEAL
AND DEALERS IN
GRAIN AND COAL

ARCANUM, OHIO Jan. 29, '19.

Anglo-American Mill Co.,
Owensboro, Ky.

Dear Friends:-

Your inquiry as to our continued faith in the "Marvel" sounds to us superfluous, in as much as the third purchase should prove more convincing than anything we could possibly say as to our candid opinion of the efficiency of the working qualities of your mill. But let us assure you that our extended experience with the mill further convinces us that there is nothing that will discount the milling principles as well as the economic and high quality of the finished products.

If we considered that there was a better milling proposition on the market, we would surely be in on it instead of following after you as a false god of milling. Besides, if it has a weakness, five years of handling them has failed to outcrop even a semblance of such conditions. As for its money making habits, we give you our word of honor that it is not a bit out of line with the highest expectations one could entertain.

Yours truly,

Arcanum Milling Co.
S. S. Stevenson, Mgr.



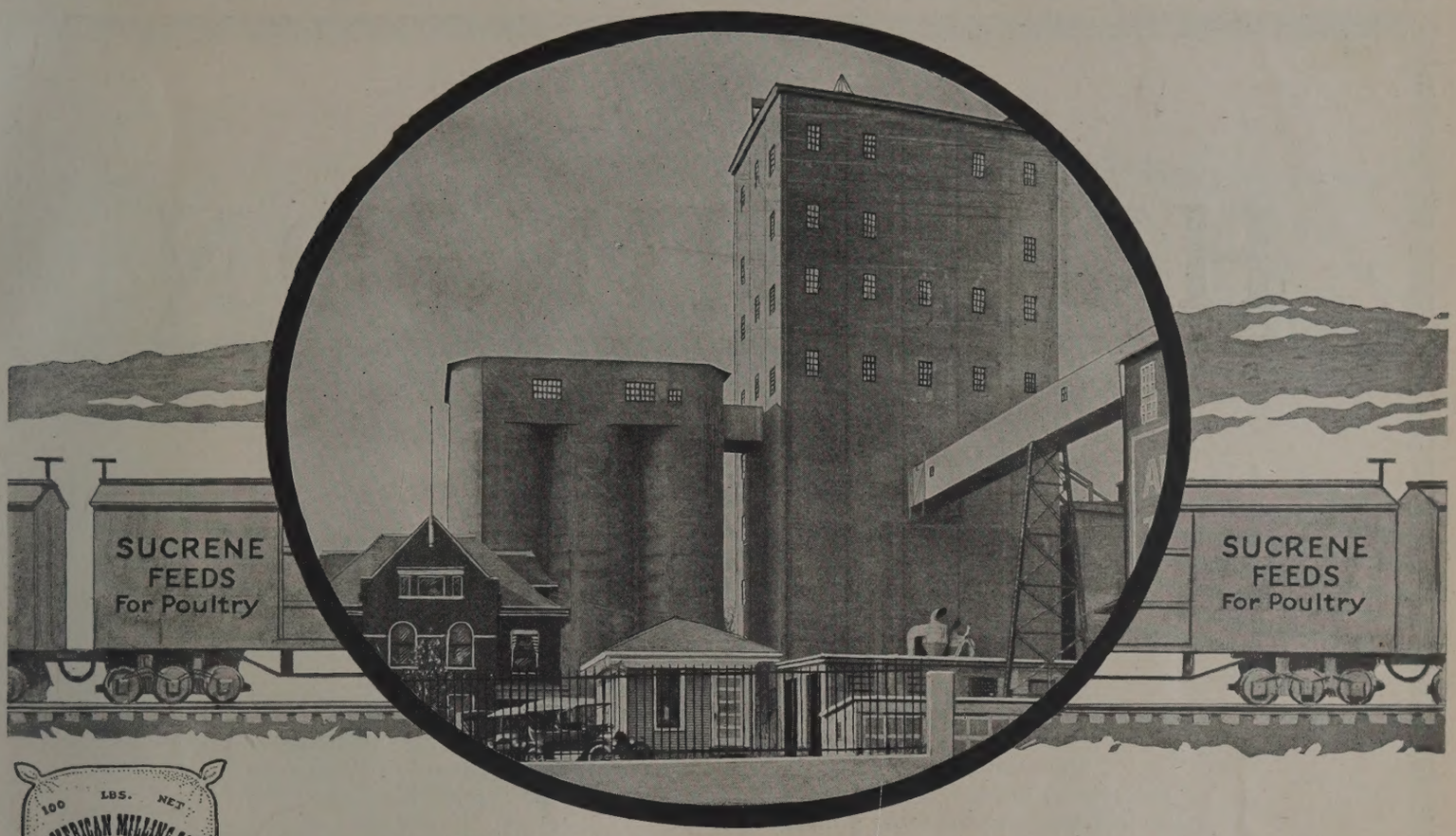

**Requires a Minimum of space, power and labor to operate.**

**The Small Mill That Will Net You BIG PROFITS**

**Our prices have just been reduced to peace time basis and in addition we are offering a special proposition for the next two months that will interest you.**

## THE ANGLO-AMERICAN MILL CO.

**586-592 Trust Building** **OWENSBORO, KY.**







# SUCRENE
# Poultry Feeds







There's profit in pushing Sucrene Poultry Feeds. Poultry raisers know them and believe in them. More of the big poultry raisers are now buying Sucrene Feeds in large quantities than ever before, because they find these feeds dependable for quality, economy and profitable results.

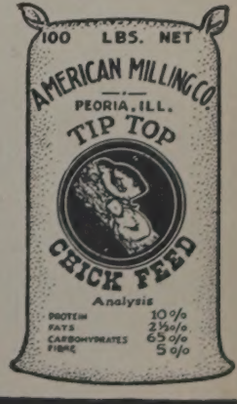
## A Line of "Repeaters" with a Steady "Pull"

The popularity and always-satisfying, superior quality of Sucrene Poultry Feeds gives you a clear field for big sales which competitors can not touch.

There's a Sucrene Poultry Feed for every stage of poultry life, in quality and price to suit every class of trade—which means an all-year-round business:

**Sucrene Scratch Feed** — **Sucrene Chick Feed**
**Cluck Cluck Scratch Feed** — **Tip Top Chick Feed**
**Tip Top Scratch Feed**




## We Fill All Orders Promptly

*Our 10-cars-per-day capacity for manufacturing poultry feeds, and our big fire proof elevator, were unimpaired by the recent fire and are operating to full capacity.*

*Wire us for prices today. There is a big advantage in early action.*

## AMERICAN MILLING COMPANY

**Mills:** Peoria, Ill. Owensboro, Ky.
**Branches:** Philadelphia, Pa. Cleveland, Ohio. Boston, Mass.
Address Main Office at Peoria, Ill.

# HUTCHINSON

## *The Big Central*

## *KANSAS MARKET*

FROM all reports, a record crop of all grains and hay is assured this year. Hutchinson, the big central Kansas market, should handle the major share of your shipments. Its grain receipts have been increasing from year to year, due to numerous advantages it offers over neighboring markets, of which the following are the most pronounced:

**First:** Hutchinson is centrally located in the great wheat producing state of Kansas.

**Second:** Its railroads, radiating to all sections of this grain producing area makes Hutchinson the logical destination and the distributing point to the south, east and west.

**Third:** Its splendid railroad facilities assure quick handling of your shipments with prompt returns on all transactions.

**Fourth:** Hutchinson has direct private wire facilities to all principal grain markets, thus bringing it continuous market quotation service to the door of the Southwest.

**Fifth:** Hutchinson also prides itself with having five large flour mills and large elevator facilities creating a large local demand for wheat and other grains. This, together with its foreign demand, assures top prices on all shipments.

**Sixth:** Hutchinson Board of Trade has adequate weighing facilities and an efficient inspection department and is becoming more and more important each season as the market for shippers and buyers of grain.

**You Owe It to Yourself to Try Any One of the Following**

### *Members of the Hutchinson Board of Trade*

BOLIN-HALL GRAIN CO.
B. C. CHRISTOPHER & CO.
GOFFE & CARKENER
O. K. GRAIN CO.
ROCK MILL & ELEVATOR CO.
GANO GRAIN CO.
JOHN HAYES GRAIN CO.
C. D. JENNINGS GRAIN CO.
UNION GRAIN CO.
J. B. McCLURE GRAIN CO.
FARMERS CO-OPERATIVE COM. CO.
L. H. PETTIT GRAIN CO.
FERGUSON-SHIRCLIFFE GRAIN CO.
HUGOTON ELEVATOR & WAREHOUSE CO.
RALPH RUSSELL GRAIN CO.
SOUTHWEST GRAIN CO.
RENO FLOUR MILLS
HUTCHINSON GRAIN CO.
HAUSAN-BATEMAN GRAIN CO.

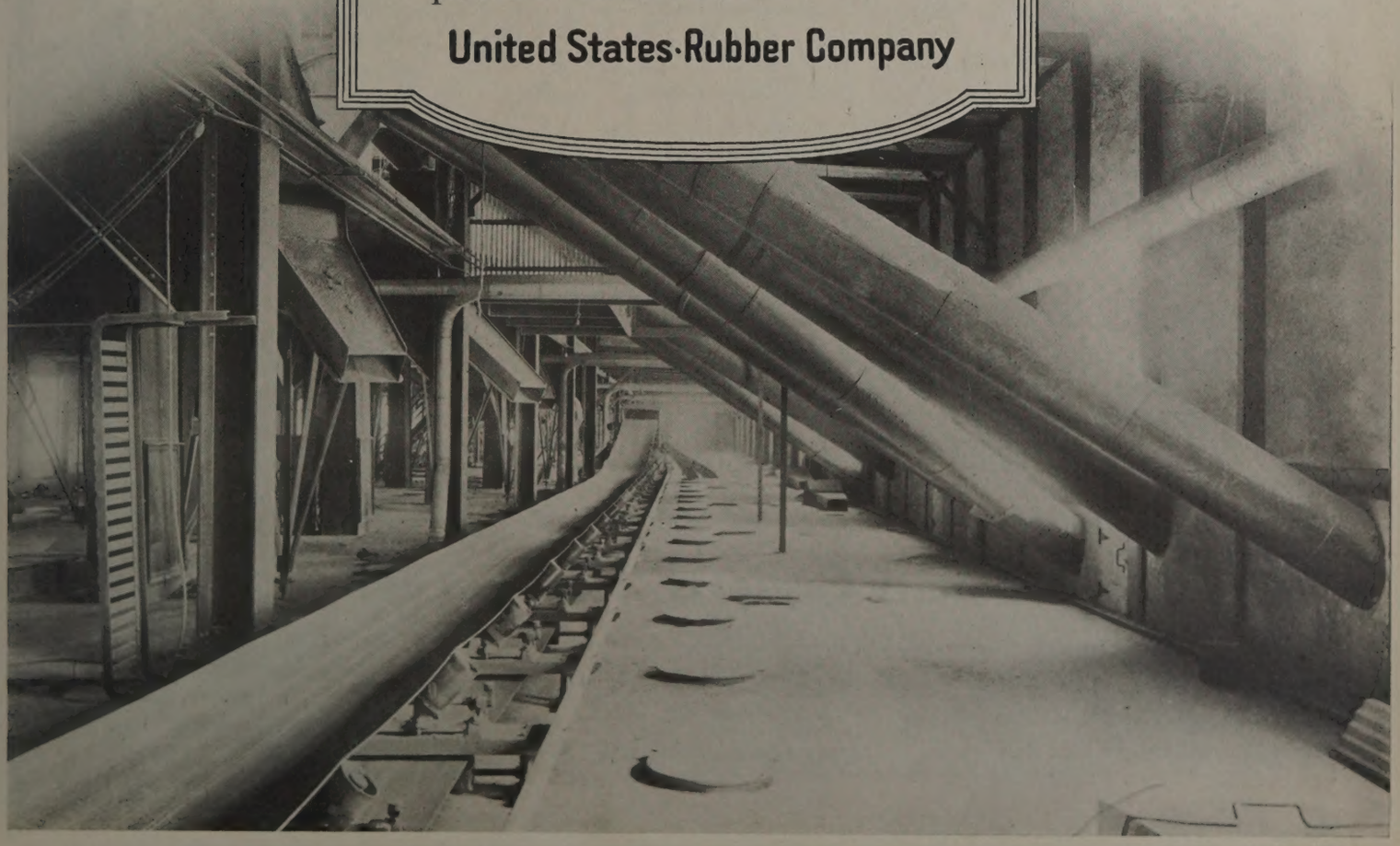
UNITED STATES RUBBER COMPANY
US
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

# Conveyor Belts

THE most important step toward increasing the efficiency of Conveyors is the new method of constructing every United States Conveyor Belt for the particular service it is to perform.

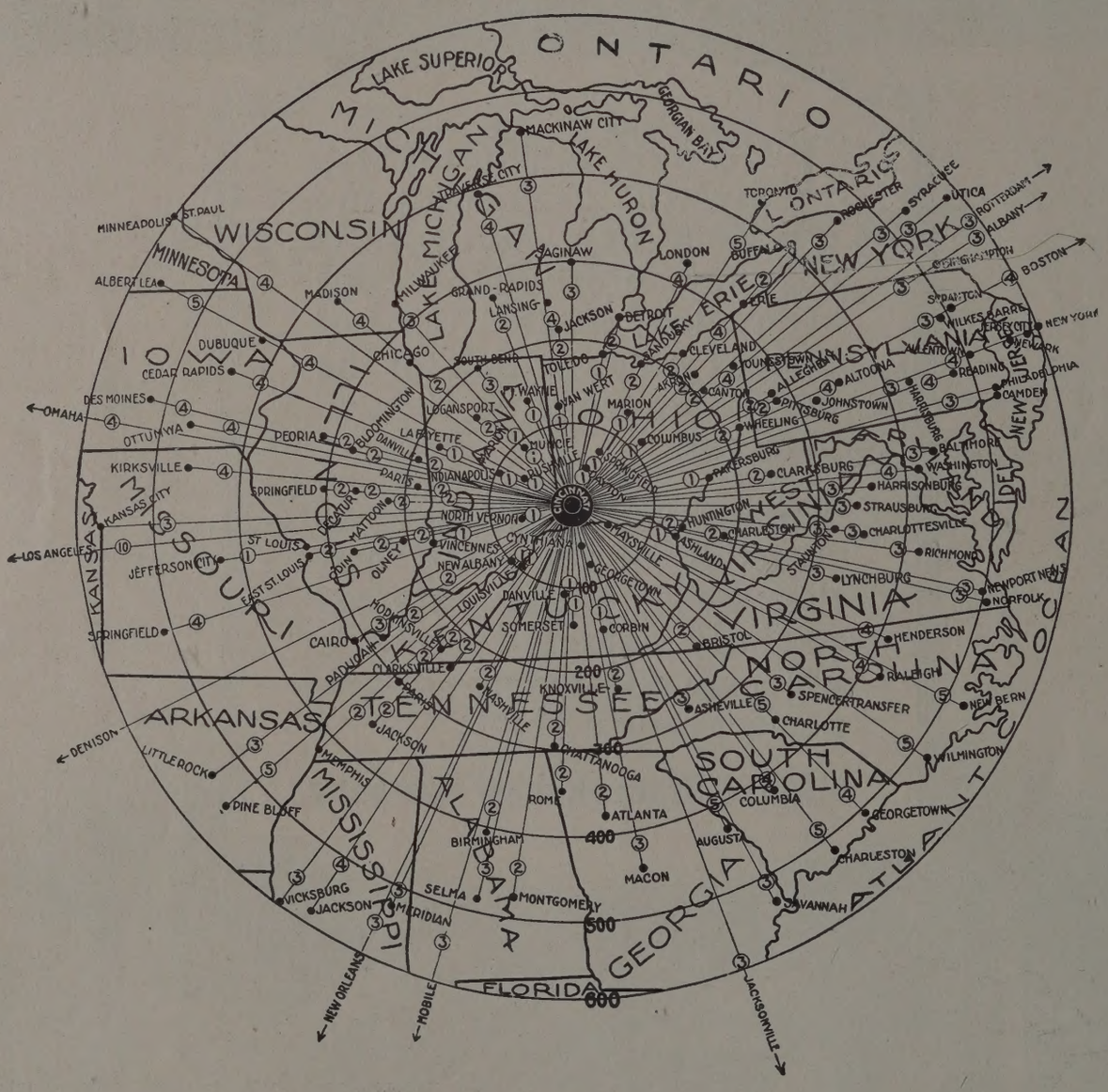
The weight of duck, the construction of the body, and the rubber friction are especially selected—every precaution is taken to insure perfect satisfaction.

**United States Rubber Company**



# CINCINNATI

## THE NATION'S HAY CENTER



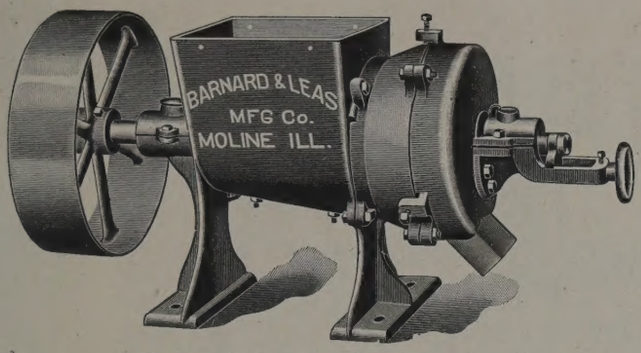

CINCINNATI is the ideal center for the hay trade. Railroad facilities could not be better. Trunk lines run from all the adjacent hay growing states to this city, thence lead to the consuming section of the South and East, assuring quick returns and conditions favorable to top prices at all times.

Under the "square deal" plugging system the grade of hay can be established to an absolute certainty. There is no chance of change in the price originally quoted and all dissatisfaction, complaints and subsequent inspections are eliminated. Shippers are protected and get what the hay is honestly worth and all that it is worth.

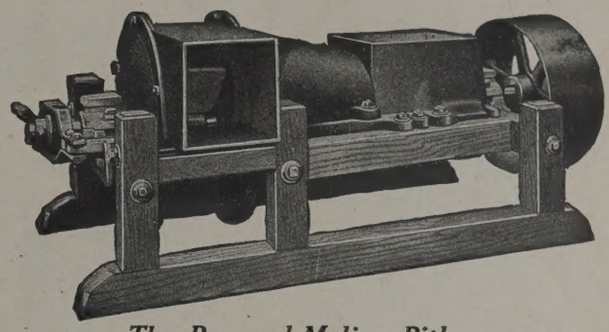
Look at the map and market your hay through any of the following responsible members of the

## Cincinnati Grain & Hay Exchange

**Brouse-Skidmore Grain Co., The**
**Early & Daniel Co., The**
**Fitzgerald Bros. Co., The**
**De Mollet Grain Co.**
**Eikenberry-Fitzgerald Co., The**
**Blumenthal, Max**
**Gowling, Alfred**
**Costello Grain & Hay Co., The Joseph F.**
**Gale-McMillen Hay Co.**
**Dorsel Grain Co., The**
**Cleveland Grain Co., The**
**Granger, Dan B., & Co.**
**Bunting & Hill Co., The**
**Cross Co., The D. O.**
**Gray & Co., Ralph**
**Bender, A.**




*Barnard's Ear Corn Crusher*

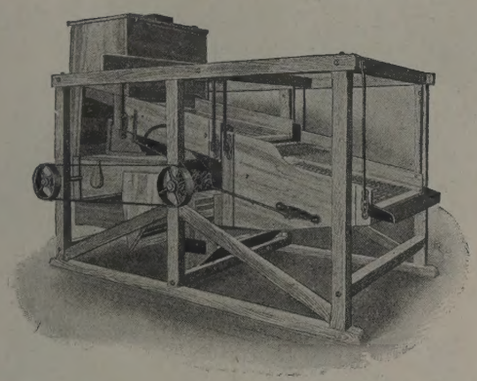


*The Barnard-Moline Pitless Corn Sheller*

# You Can't Lose

by equipping your elevator or corn mill with the Barnard-Moline Machinery, as it has stood the tests of Economy, Efficiency, and Durability. Satisfactory results obtained by thousands of Elevator and Mill Owners substantiate these facts.

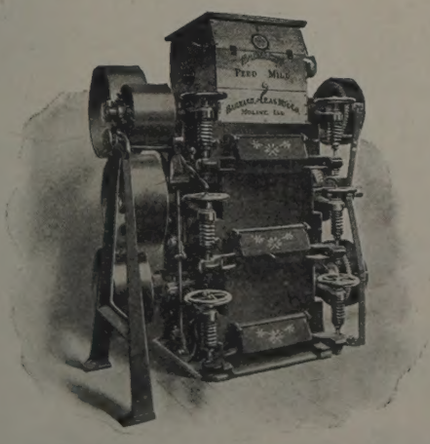
In this day and age you cannot afford to experiment with untried machinery; install the Barnard-Moline line and get positive results from the very start. It's a line that possesses many valuable features not included in other machines.



*The Barnard-Cornwall Corn Cleaner*

The Barnard-Cornwall Corn Cleaner for instance, is equipped with our patent finger sieve, which is of special construction, and the only form of sieve made that will not clog, and will remove the small cob ends and pieces of cob always present in corn cleaned by other machines.

Whether you are planning a complete new mill or additions to your present equipment, we can furnish machinery that is bound to net you larger profits in quality and quantity of production.



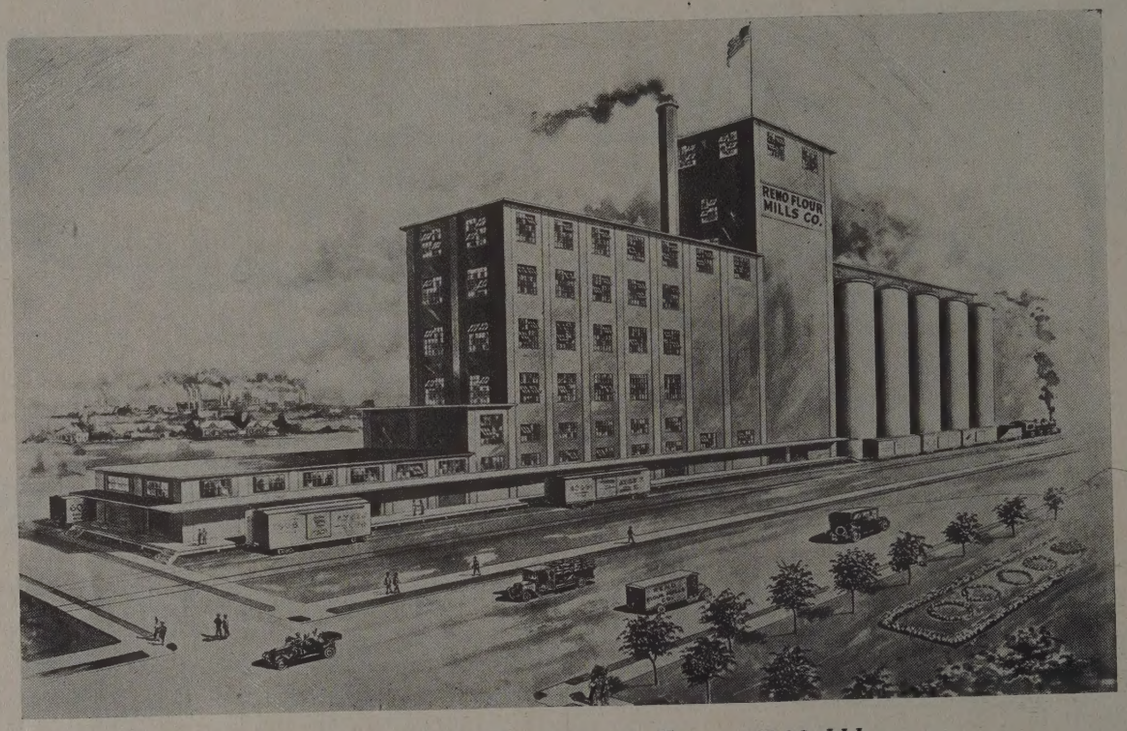
*Barnard's Six Roller or Three-Pair-High Feed Mill*

*Write us at once for complete FREE Catalog*

**BARNARD & LEAS MFG. CO.**

**MILL BUILDERS AND MILL FURNISHERS**

**ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A**




*Reno Flour Mill, Hutchinson, Kans., 1200 bbls.*

# Kansas' Finest Flour Mill

The Reno Flour Mill, just completed, represents the utmost in mill construction and equipment. It is the outcome of the idea, "Mill the wheat where it grows." The mill has a daily capacity of 1,200 barrels of flour and a grain storage capacity of 300,000 bushels.

The mill has direct connections with the Rock Island, Missouri Pacific and Santa Fe railroads, which insures constant supply of Kansas' famous Turkey Red wheat, from which the "Statesman," "Craftsman" and "Runner" flours, representing the different brands, are made. These railroads also offer splendid facilities for an outlet to the consuming markets.

The personnel of the company includes men of long experience and well qualified to operate the different departments.

This company also operates a GRAIN DEPARTMENT under the management of Jay Hansom, who is also treasurer. Personal attention will be given to all shipments received and made by this department.

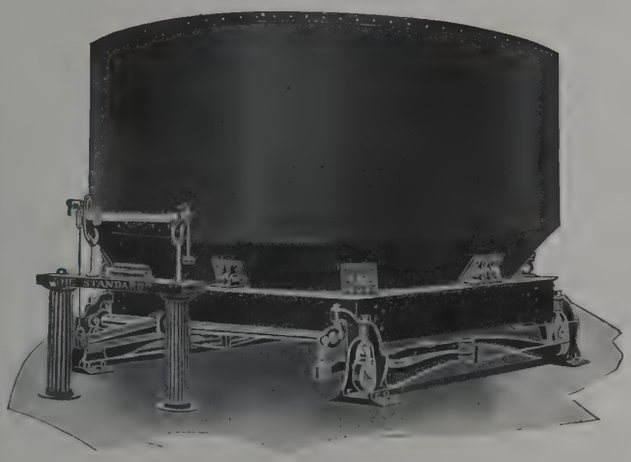
# Reno Flour Mills Company

## HUTCHINSON, KANSAS

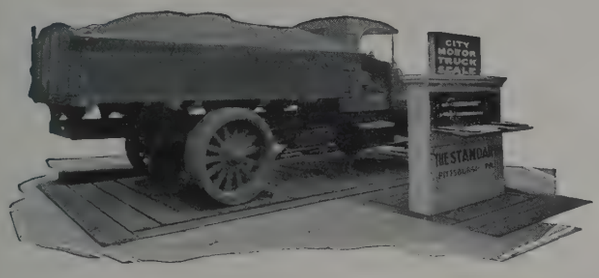
# "The Standard" Scales

## For Grain Elevators

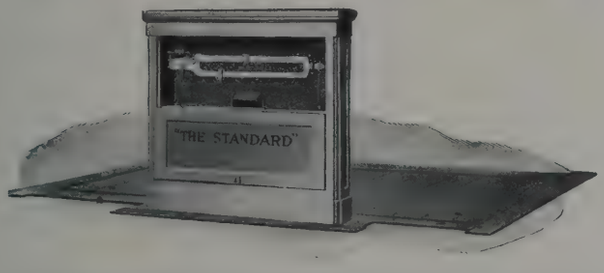
## Accurate Dependable Durable



THE most important point about a scale is accuracy. The quality of accuracy is in-built in "The Standard" Scales. Every one must be right, for if a scale does not weigh accurately, it doesn't weigh at all, it only approximates.




"THE STANDARD" Scales are guaranteed to be strictly high-grade throughout, both in materials and workmanship. The name "The Standard" is your guarantee of the very highest quality in scale construction.




EVERY type of scale used in Grain Elevators and Flour Mills is included in "The Standard" line—Portables, Hopper, Dormant, Wagon, Dump, Motor Truck and Railroad Track Scales.

SEND today for our latest Scale Catalogue No. 73. If you mention the type of scale in which you are interested, we shall be pleased to give you full information regarding prices, etc. Address our nearest branch office.

# The Standard Scale & Supply Company

## 1631 Liberty Avenue, Pittsburgh, Pa.

| NEW YORK | PHILADELPHIA | CLEVELAND | CHICAGO | BALTIMORE |
|---|---|---|---|---|
| 145 Chambers St. | 523 Arch St. | 1547 Columbus Rd. | 163 N. May St. | 409 N. Gay St. |

# REXALL

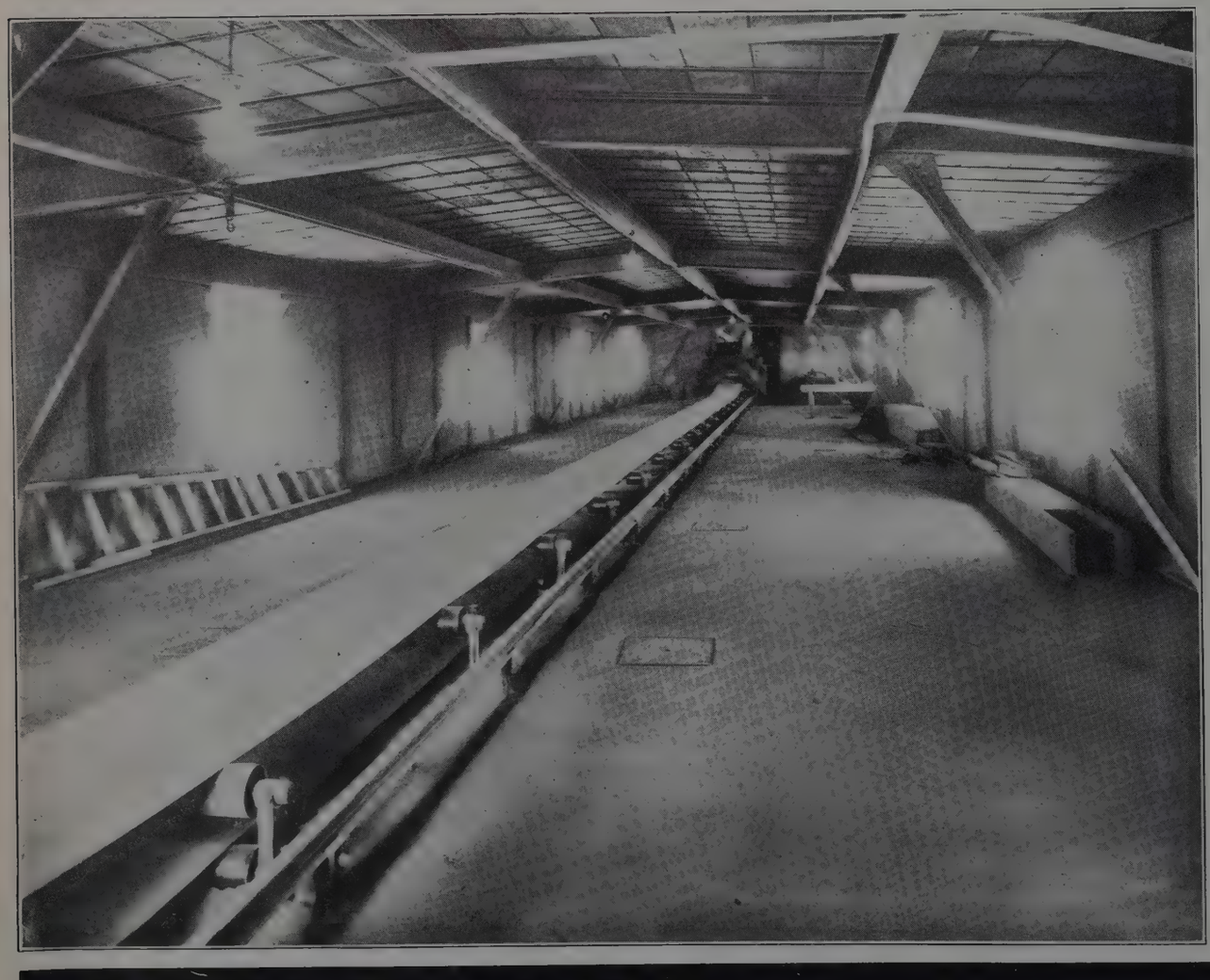
## DOUBLE

# Where Extra

The extra service that REXALL double-stitched conveyor belts have been giving in grain elevators begins with the raw materials.

A belt is no stronger nor more durable than the material that is originally put into it. It is no more efficient than the process through which that belt must pass in the course of its manufacture. REXALL extra-service is guaranteed by—

**Extra-weight-fabric**—using 37½ oz. fabric, made to our own specification and triple tested for evenness of weave, elasticity and tensile strength.



In every step o
more into the
REXALL bel
the severe serv

**Imper**

**Lincol**

120 Liberty Street
New York, N. Y.

*Consult with
or unusual*

**ANTI-S
BE**

# BELTS

## - STITCHED

# Service Begins

**Double-stitching**—in closer rows and shorter stitches than any other belting prevents ply separation.

**Impregnation**—through a special process using a gum compound temporarily liquefied at a high temperature which impregnates and insulates every fibre of the fabric. A lubricant and protection to the fabric against wear, water and weather, leaving the belt permanently tough, yet flexible.

**Gradual Factory Stretch**—the life and strength of the belt are retained through gradual stretching, approximating as closely as possible actual service conditions. Where others stretch a belt in a couple of days we take 3 weeks or more.

manufacture of REXALL belts the idea is to put the user will get more service out of them. rugged enough to stand up 25% longer under manded of the belts in the grain elevator fields.



## Belting Company

General Offices:

## nd Kinzie Streets, Chicago

Branch Offices:

lrome Bldg. d, Ohio — 112 Market Street Pittsburgh, Pa. — 205-209 Kresge Bldg. Detroit, Michigan — 924 Kearns Bldg. Salt Lake City, Utah

*ineering staff if you wish assistance in solving a difficult g problem. This service is offered without obligation.*

**PHO — Anti-Sulpho Belts are especially impregnated for bleachery service.**

# Rogers Grain Company

Consolidation of Business

H. W. Rogers & Bro.

(*Established 1862*)

and

Rogers Grain Company

(*Incorporated 1900*)

## *Commission*

## *Buyers* *Shippers*

Long Recognized as

Expert Wheat Handlers

J. J. KEMP, President
H. H. NEWELL, Vice-President and Manager
F. E. GLOVER, Secretary and Treasurer

*All Branches of the Grain Business*

**Fourth Floor Postal Telegraph Building**
**CHICAGO**

# Let Us Show YOU

## How We Help You Get the Feed Business of Your Locality

We have a business building plan that will help you get the feed trade in your locality. We want to put it in your hands for consideration. We want you to see how easy you can apply it to your trade zone. No trouble—no work—we do all that. We can't show it in this advertisement or tell you all about it—just

# Write for Particulars

Simply say, "send me your plan showing how you help feed dealers to get the bulk of the feed business in their locality." No matter whether you are now handling our feeds or not. It fits both old and prospective dealers. Costs nothing and writing for it does not place you under any obligation. It is well worth looking into because it is built especially to increase your feed trade—and it does it, too.

Dealers are enthusiastic about this business building plan. Here's a sample of responses:

"You have stirred us up. We now feel sure of selling one or more cars of your feeds a week. We know that we are going to 'get there' with your help."

Write for it today—RIGHT NOW—lest you forget.

**The Quaker Oats Company**

Address:
CHICAGO, U. S. A.

119-0

**FUL-O-PEP POULTRY FEEDS**

We have just put out a new line of Poultry Feeds that are proving a sensation in the poultry field: FUL-O-PEP DRY MASH; FUL-O-PEP SCRATCH GRAINS; FUL-O-PEP CHICK FEED; and FUL-O-PEP GROWING MASH.



400,000 BUSHEL ELEVATOR

FOR

**Postum Cereal Co.**

**Battle Creek, Mich.**

MAKERS OF

POST TOASTIES, POSTUM CEREAL AND GRAPENUTS

**"There's A Reason"**

**Macdonald Engineering Company**

53 W. Jackson Boulevard, Chicago

# ARE YOU READY—

for the 1919 wheat crop? Have you sufficient storage capacity? Are your bins safe from fire, wind and lightning?

Don't build until you have investigated the POLK SYSTEM of monolithic concrete storage construction.

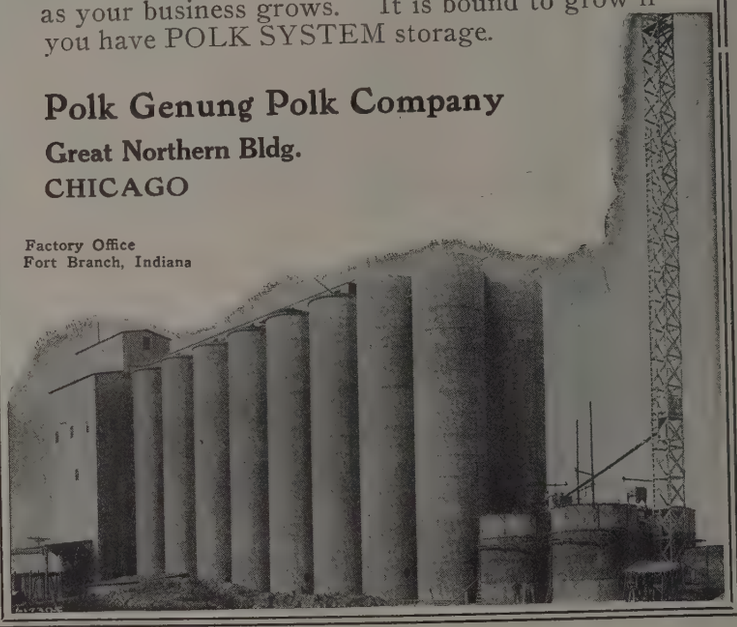
Don't let your contract until you have figured on the economy of owning a POLK SYSTEM all-steel storage machine and building your bins as your business grows. It is bound to grow if you have POLK SYSTEM storage.

**Polk Genung Polk Company**

**Great Northern Bldg.**

**CHICAGO**

Factory Office
Fort Branch, Indiana



# FOLWELL-AHLSKOG CO.

**Engineers and Contractors**

*Designers and Builders*

OF

**Grain Elevators, Flour Mills, Industrial Plants, and other Engineering Works**




PENNSYLVANIA RAILROAD COMPANY ELEVATOR, ERIE, PA.

1,250,000-bushel Concrete Workinghouse and 25,000-bushel Marine Tower. Reinforced Concrete. Latest improvements. Write us for designs and estimates.

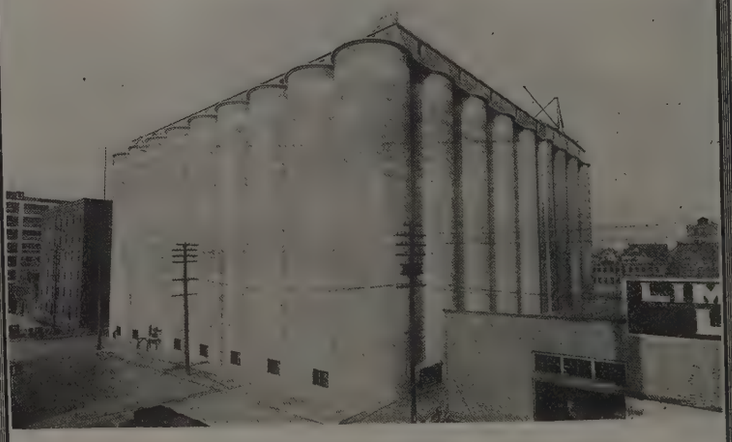
2051-6 McCORMICK BUILDING, CHICAGO

# Reinforced Concrete Storage

TWO MILLION BUSHELS CAPACITY

*Cedar Rapids, Iowa Plant*

**THE QUAKER OATS COMPANY**



*Designed and Built by*

**LEONARD CONSTRUCTION COMPANY**

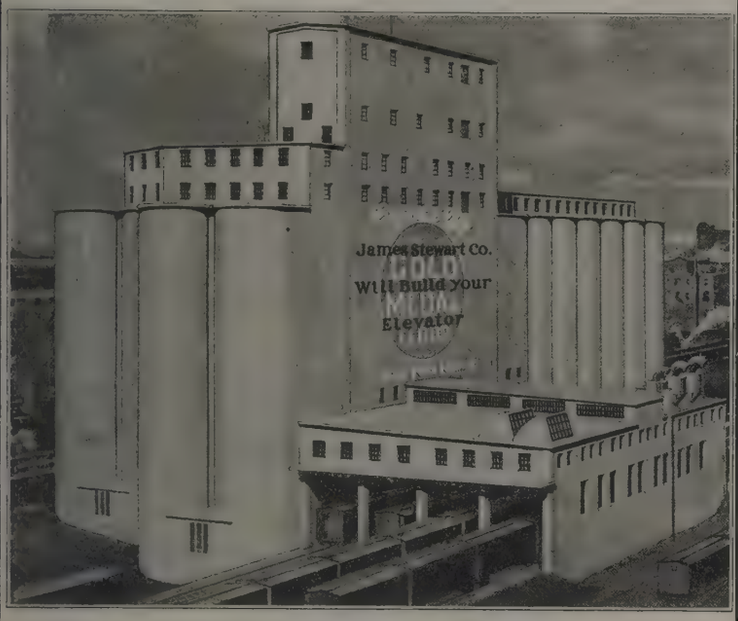
**ENGINEERS and CONSTRUCTORS**

McCormick Bldg.
CHICAGO

6 Church Street
NEW YORK

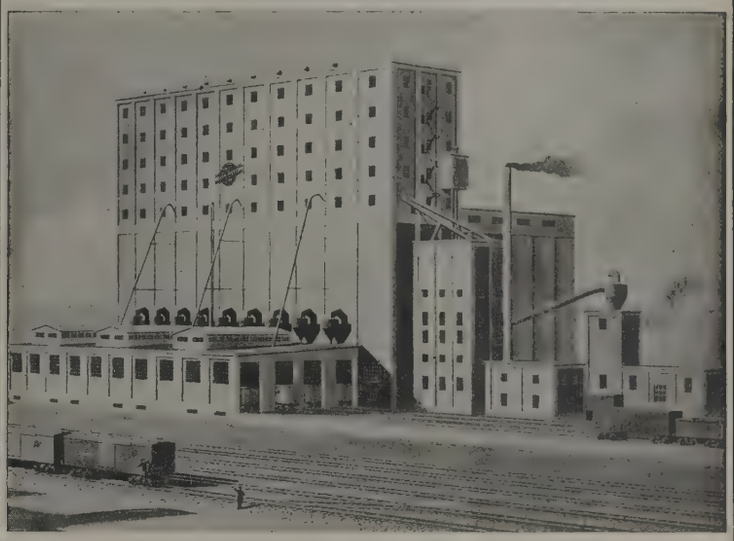
*We Invite Your Inquiries*

**TWO MILLION BUSHEL FIRE PROOF RECEIVING ELEVATOR**
FOR
**Washburn-Crosby Company**
**Minneapolis, Minn.**




*Write us for designs and estimates*
We Design and Build Elevators, any type of construction, in any part of the World.
**JAMES STEWART & CO., Inc.**
GRAIN ELEVATOR DEPARTMENT
Fifteenth Floor of Westminster Building CHICAGO, ILL.
W. R. SINKS, Manager

**Chicago & Northwestern Railway Company's New Reinforced Concrete Grain Elevator Being Built at Council Bluffs, Iowa, for the Updike Grain Company of Omaha, Neb.**



Our experience covers every branch of grain elevator building work as well as any type or style of construction to meet requirements in any locality.

*Designs and estimates promptly furnished*
**Witherspoon-Englar Company**
1244-1250 Monadnock Bldg. CHICAGO, ILL.

**MONARCH**
Built Elevators
Assure You
Economical Design
First Class Work
Efficient Operation
and
Satisfaction
Let Us Submit
Designs and Prices

**One of the Modern Houses Which Has Made a Record for Rapid and Economical Handling**
**CONCRETE CENTRAL, BUFFALO, 4,500,000 Bu.**



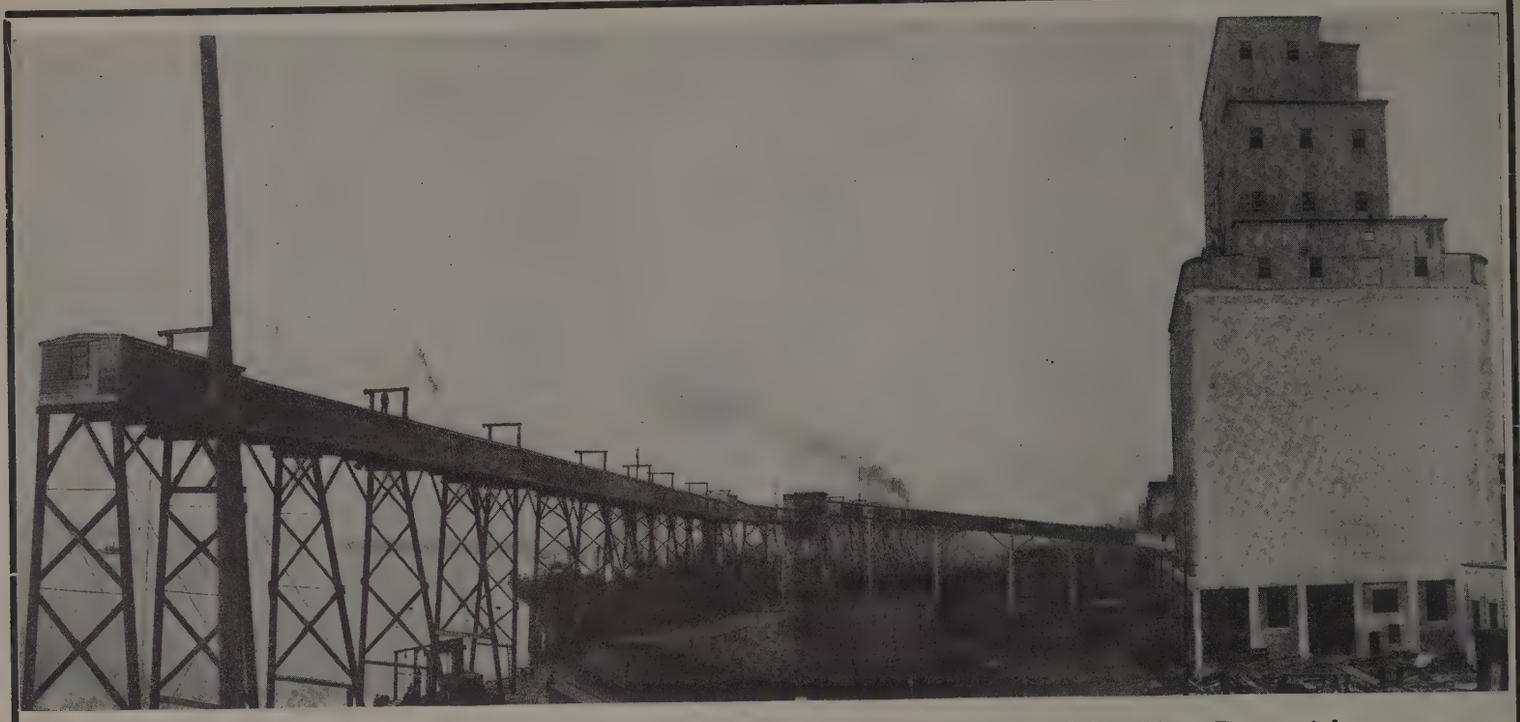

**MONARCH ENGINEERING CO. - - - BUFFALO, N. Y.**



**The Barnett & Record Company**
**GENERAL CONTRACTORS**
Designers and Builders of
**Grain Elevators, Flour Mills and Heavy Structures**

Reinforced Concrete and Steel Ore Dock constructed at Superior, Wisconsin, for the Allouez Bay Dock Company. Entirely Fireproof.

*Write for Designs and Estimates*
OFFICES:
Minneapolis, Minn. Duluth, Minn. Fort William, Ontario



Canadian Government Railway's Elevator and Gallery System, St. John, New Brunswick.

**Recently Completed** **Capacity 500,000 Bushels**

**Designing and Consulting Engineers for Entire Work**

# JOHN S. METCALF CO., Limited

*GRAIN ELEVATOR ENGINEERS*

54 St. Francois Xavier Street, Montreal, Canada 36 Southampton Street, Strand, London, W. C. England 395 Collins Street, Melbourne, Australia 108 S. LaSalle Street, Chicago, Ill.

## BALLINGER & McALLISTER

**CONTRACTORS - DESIGNERS**

Grain Elevators Ear-Corn Plants

COMPLETE

Unity Bldg. Bloomington, Ill

## BLAYLOCK & KNAPP

**STEEL CONTRACTORS**

Monadnock Block CHICAGO, ILL.

*All classes of Steel and Iron Work designed, delivered and erected complete.*

We furnished the steel and iron work for the following recently constructed grain elevators and mills: C. & N. W. Ry. Elevator, Council Bluffs; Kentucky Public Elevator, Louisville; American Milling Co., Peoria; Municipal Grain Elevator, Portland, Ore.; Rosenbaum Bros.' Feed Mills, Chicago, etc.

## L. A. STINSON

CONSULTING ENGINEER

*H. E. GODFREY, Civil Engineer*

ELEVATORS, MILLS AND WAREHOUSES COMPLETE

National Life Building Chicago, Ill.

*Grain Driers, General Overhauling and Improvements*

## WALLS, BINS and GRAIN ELEVATORS

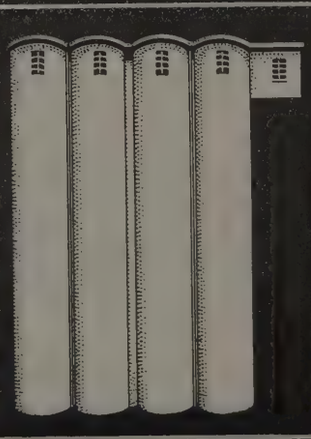
By Milo S. Ketchum

*Second Edition. 556 pp., $4.00*

Design and construction are covered completely in this book. The new edition brings it up to the minute with fresh data, new cuts, and a modern treatment throughout. Over 150 pages were added to the old edition. The new chapters on "Reinforced Concrete" and "Methods of Construction and Cost of Retaining Walls" are especially valuable. It is the standard work on stresses due to granular materials.

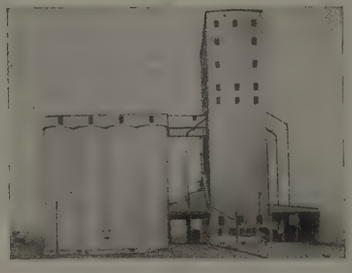
MITCHELL BROS. PUBLISHING CO., 431 So. Dearborn St., Chicago, Ill.

## CONCRETE ELEVATORS and MILL BUILDINGS



DEVERELL, SPENCER & CO.
GARRETT BUILDING
BALTIMORE, MARYLAND

## CLEAR the DECKS—Now for 1919



Kansas City Southern Ry. Terminal Elevator

We have never entered into any year better equipped to serve our patrons than 1919 finds us. Our engineering and construction organization is at the top notch of efficiency.

Consult us for large or small elevators, flour mills, warehouses, etc., etc.

*We build in concrete or wood.*

**Burrell Engineering & Construction Co.**

WEBSTER BUILDING CHICAGO, ILL.



# Fed Right
## Weight and Profit Right

Hogs are "mortgage lifters" under most any kind of feeding, but Right Feeding means Less Feeding Cost, More Weight, Shorter Fattening Time, and Larger Profits.

Corn, good as it is known to be, is not alone the right feed for hogs. You can give four bushels the feeding value of five, make bigger gains in less time, grow bigger boned hogs with heavier hams and deeper sides, by balancing corn with

## Standard Digester Tankage

Lessens the cost of feeding, too You can put Standard Digester Tankage in a self feeder, and the hogs will balance their own ration perfectly—just as good as you could do it for them, or better Standard Digester Tankage should be fed the year round Combines perfectly with alfalfa or other pastures as well as corn

**Write for "Bigger Hog Profits"**

Tells you how hog raisers are getting gains of a pound and a half and more per hog per day at a cost of ten to thirteen cents a pound. Whether you have few hogs or many, you will find this bpok mighty helpful We will send you a copy free. Post card request brings it

**Standard By-Products Company**
Incorporated
Live Stock Exchange Building,
LOUISVILLE, KY

*Ask Your County Agent*








WATERBURY

## "When it's a question of rope— I reach for the Waterbury catalog"

IT IS much more than a catalog, as you usually think of that word. It's really a Rope Handbook. There isn't anything you need to know about rope that isn't in it, in concise, "quick-findable" form. It takes the place of a half-dozen books—and more than that, it has some information in it you can't find anywhere else.

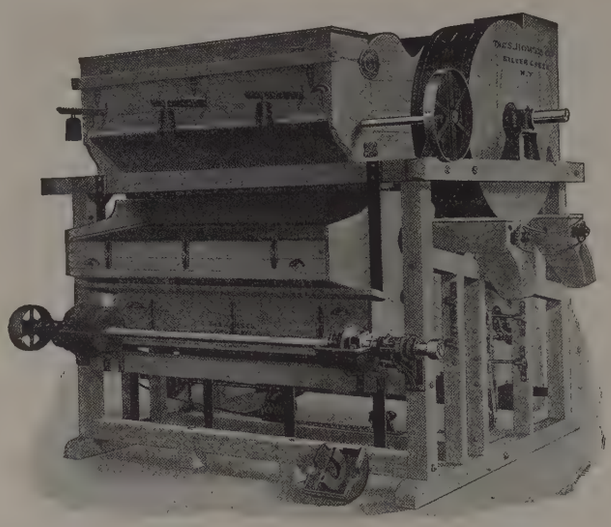
Of course, it treats of Waterbury rope, because rope facts are facts for every **GOOD rope.** And Waterbury rope has the quality in it—quality of material, quality of workmanship.

You'd expect to have to buy this Rope Manual—and you'd find it well worth a price, at that—but it doesn't cost you anything but the postage stamp on your letter. A copy is free for the asking.

Write for yours today—and when it comes, put it where it's easy to reach. You, too, will find it useful. Just address the

**WATERBURY COMPANY**
**63 PARK ROW, NEW YORK**

CHICAGO . . . . . 1315-1321 W. CONGRESS ST.
SAN FRANCISCO . . . . . 151-161 MAIN ST.
DALLAS . . . . . A. T. POWELL Q CO.
NEW ORLEANS . . . . . 1018 MAISON BLANCHE BLDG.



The "Eureka"

## Compound Elevator Separator

equipped with automatic sieve cleaners under both the main and seed screens with disc-oiling eccentrics.

***Ask someone who owns one***

If you have a Grain Cleaner that you like and still want one that is better

*you will find it in the*

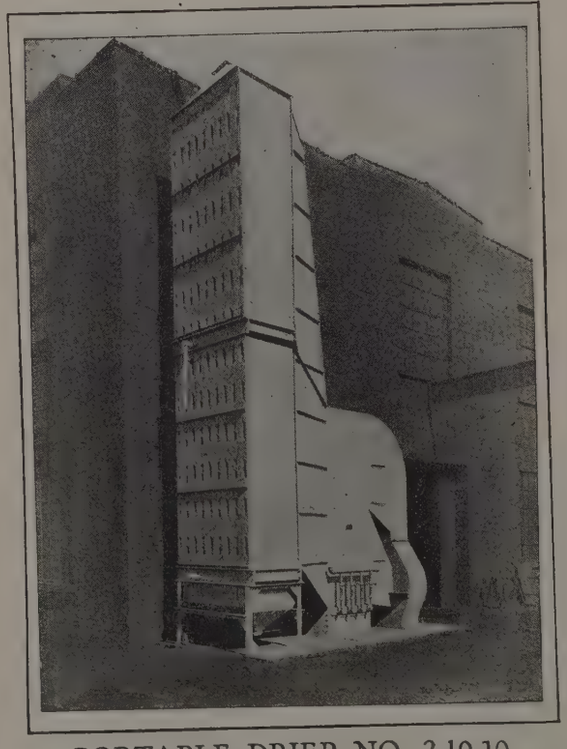
# "EUREKA"

## S. HOWES COMPANY, Inc.

**Eureka Works :-: Silver Creek, N. Y.**

REPRESENTATIVES

William Watson, 415 Western Union Bldg., Chicago, Ill.
Geo. S. Boss, Osburn House, Rochester, N. Y.
J. E. Gambrill, 749 E. Church St., Marion, Ohio.
W. M. Mentz, General Delivery, Sinks Grove, W. Va.
J. Q. Smythe, 3951 Broadway, Indianapolis, Ind.
F. E. Dorsey, 4015 Prospect Ave., Kansas City, Mo.



PORTABLE DRIER NO. 2-10-10

## GRAIN DRIERS *for*

WHEAT BEANS
CORN RICE
OATS PEANUTS

## ROTARY DRIERS *for*

MEAL FLOUR
GRITS GRAPHITE
FEED CHEMICALS

## THE ELLIS DRIER CO., CHICAGO, U. S. A.

# A Universal Favorite With Terminal Houses

*These Facts Will Interest You*



No. 5—48-inch Richardson Plain Oat Separator

**The Richardson makes** practically a perfect separation of oats from wheat or wheat from oats.

**Requires** little floor space and power.

**Needs** little attention. The new center lug aprons run years without attention.

## Permanently Durable

No House Complete
Without Richardson Results

Let Us Furnish the Proof

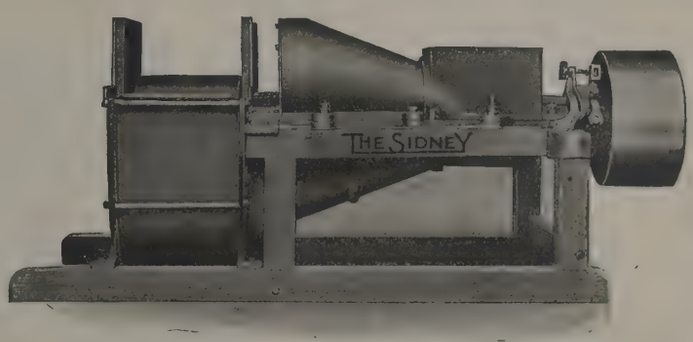



Equipped With Scalper Suction and Seed Screen

**RICHARDSON GRAIN SEPARATOR CO., MINNEAPOLIS, WINNIPEG**

## A Confidence Born of Many Tests

Your money invested in the practical labor, time and money-saving features of SIDNEY shellers is bound to prove profitable. We particularly emphasize the construction. The frame is made of extra heavy and well seasoned timber firmly mortised and bolted. All castings are of the best grade of grey iron, shelling surfaces are extra heavy and thoroughly chilled, thus insuring long and effective service.




Sidney Combined Sheller and Boot Without Takeups

Note the many advantages of the SIDNEY combined sheller and boot. This machine is a combination of our regular sheller and elevator boot. Requires no expensive hoppering under sheller to boot and also eliminates the deep pit or tank under the elevator, which is always a source of much trouble and expense to the elevator owner. In actual tests this sheller has proven the best on the market.

In addition to corn shellers, we manufacture a complete line of GRAIN CLEANERS, GRAIN FEEDERS, OVERHEAD WAGON DUMPS, BALL BEARING MAN-LIFTS, in fact, every item to equip your plant to insure greater economy and better results.

Backed By Sidney Service

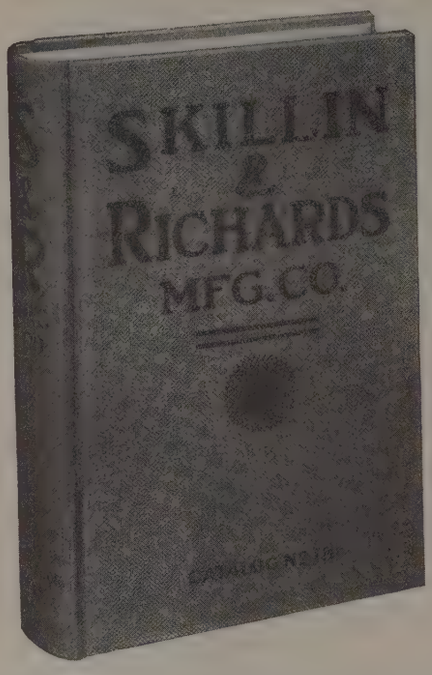
*Start Your Investigation Now—Send for Our New Catalog*

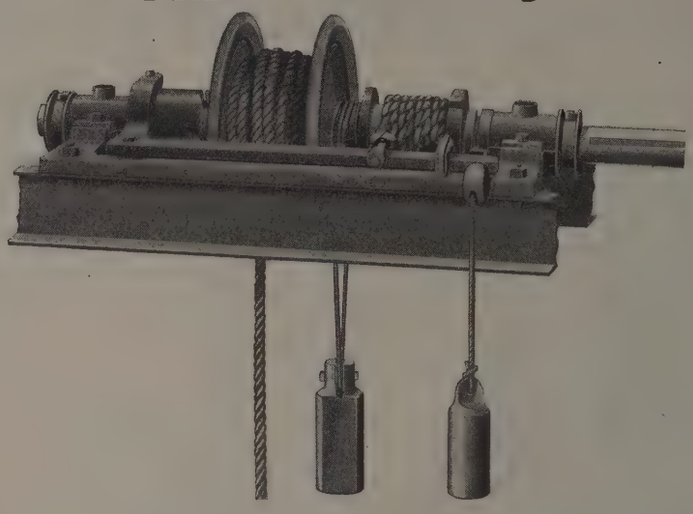
# PHILIP SMITH MFG. CO.

SIDNEY - - - OHIO

# This 548 Page Catalog Should Be In Your Files

*FREE for the asking*



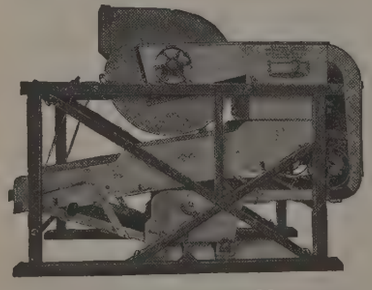



This Clark Power Shovel for unloading grain cars is completely described in catalog, with complete instructions for installing and operating.

Many other necessary parts of grain elevator equipment are described and priced in this interesting catalog.

**SKILLIN & RICHARDS MFG. CO., 4516-4560 Cortland St., CHICAGO**

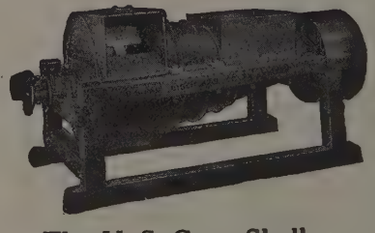
**WE are ready for your Spring orders for Grain Elevator Machinery. "Constant" lines are complete and we can assure prompt shipments**



The U. S. Grain Cleaner



The Constant Safety Ball-Bearing Man-Lift



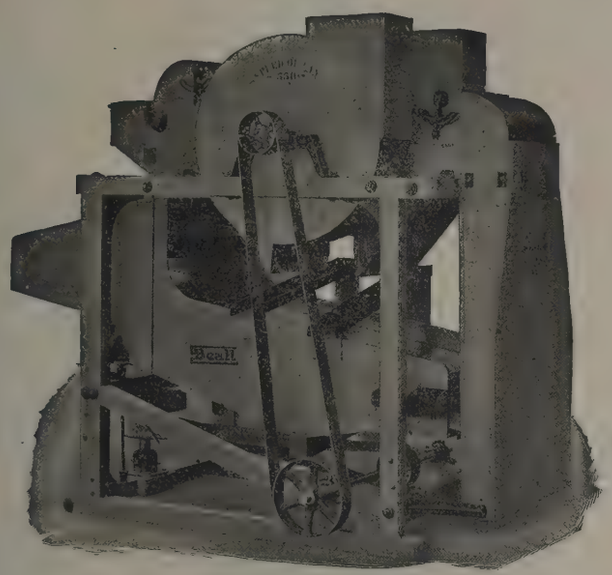
The U. S. Corn Sheller

**Everything for the Grain Elevator. Send for Our New Large Catalog and keep it for reference.**

**B. S. CONSTANT MANUFACTURING CO.**

BLOOMINGTON - - - - - ILLINOIS

# The Beall for Results



BUILT IN TEN SIZES.

THE Beall Warehouse and Elevator Separator has all the qualities you are looking for in a machine of this character. Used in the best modern elevators.

Beall
THE MARK OF QUALITY

Separators are guarantees of perfect service and reliability, and it will more than pay you to get the facts regarding their efficiency.

Write for descriptive catalog.

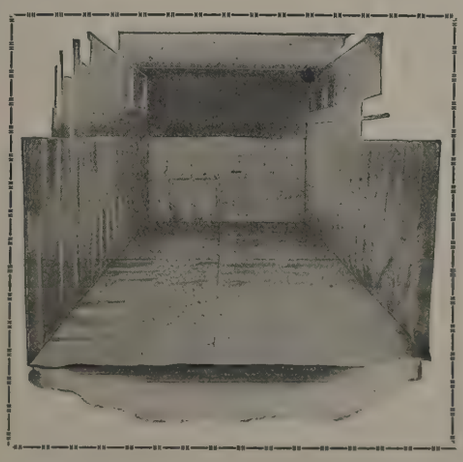
## THE BEALL IMPROVEMENTS CO., Inc.

**Decatur, Illinois**

## Kennedy Car Liners

Protect grain shipments—stop waste — avoid claims for such losses.

YOU can do this at an extremely small cost.



## Kennedy Car Liners

—do the work
—at low cost.

3,000 miles of box cars were protected in this way last year with KENNEDY CAR-LINERS—saving the shipper thousands of dollars.

## Stop Your Losses and Assure Your Profits

Your order placed NOW will guarantee protection to your grain shipments.

United States Railway Administration Order No. 57A provides that shippers cooper all cars; that no claims will be paid where there is a clear seal record and no evidence of leakage. You cannot afford to risk losing grain at present market values.

## The Dangerous Season

The new crop will soon be here and the general shortage of railroad equipment necessitates using cars in more or less bad order, cars with defective ends and corners, and cars to which grain doors cannot be properly fitted. All of these cars can quickly be made available for grain shipments if fitted with Kennedy Liners. Write or wire at once for full particulars. We can make you a proposition that will appeal at once. Rush orders a specialty.

**KENNEDY CAR LINER & BAG CO. SHELBYVILLE, IND.**

# MORSE



WASHBURN-CROSBY ELEVATOR,
MINNEAPOLIS, MINN.

## "Another Morse"

**Twenty-seven Morse Chain Drives Totalling 735 Horsepower**

Out of 97 country elevators examined, 50 were equipped with motors ranging from 10 to 50 horsepower.

If you have belting difficulties with a higher cost and a lower output per unit power than your competitors, COME TO US.

MORSE DRIVES will meet every demand of the World's Peace Markets as they met every war emergency.

**Wages do not come from Capital, but Production**

American labor can only meet foreign labor by greater production.

MORSE DRIVES have always increased production and met every demand for positive, uniform, non-slipping, high-speed production. Built for great power and 100 per cent overloads.

## Morse Drives

Give greater output in a given time.
Give steadily, noiseless, clean, never failing.
Cost less to operate, 99% efficient.
Longer life, less to maintain, less depreciation.

### *Morse Engineering Service*

Whenever you have any special problems with which you feel we can help you, please call our nearest office. Confer with our experts. A drive somewhere may need speeding up, or for special service in Dust, Gases, Steam, around acids, or increase power.

MORSE Drives insure profits against competition.

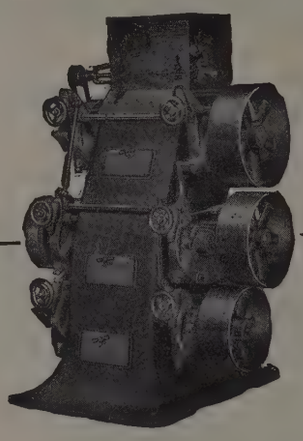
**Let us have your problem.**
**You will be in no way obligated.**

*Largest Manufacturers of Chain Drives in the World*

## Morse Chain Co., Ithaca, N. Y.

**ENGINEERING SERVICE OFFICES**

BOSTON, Mass.....141 Milk Street
CHICAGO, Ill..Merchants L. & T. Bldg.
CLEVELAND, O.....Engineers Bldg.
DETROIT, Mich...1003 Woodward Ave.
GREENSBORO, N. C..805 Ashboro St.
NEW YORK CITY...50 Church Street
PITTSBURGH, Pa., Westinghouse Bldg.
SAN FRANCISCO, Cal., Monadnock Bldg.
ATLANTA, Ga.....Earl F. Scott, M.E. Candler Bldg.
KANSAS CITY, Mo., Morse Engineering Co. R. A. Long Building.
MINNEAPOLIS, Minn., Strong-Scott Mfg. Co. 413 Third Street. S.
ST. LOUIS, Mo., Morse Engineering Co. Chemical Building.
CANADA.....Jones & Glassco, Regis'd Montreal, St. Nicholas Building. Toronto, Bank of Hamilton.



## You need this sturdy, capable, general purpose mill

For grinding feed, table corn meal, pearl meal, linseed, etc., you can use this mill with great profit. This mill is built by men who know milling conditions, for those who want the best in milling equipment.

## N. & M. Co. Three Pair High Mill

It has the characteristic N. & M. Co. rugged strength combined with flexibility of operation necessary to handle widely different stocks. Will grind extremely fine, medium or coarse, just as you wish.

Solid one piece cast frame—doors for examining stock beneath each pair of rolls—Ansonia rolls with our easy running, long wearing, collar oiling bearings—one lever simultaneously spreads or closes all three pairs of rolls—any pair of rolls may be removed without disturbing the others—furnished with either belt or gear drive on slow side.

**See book on Mills, No. 1290 for details.**
**If you haven't got it we will send it on request.**

**Everything for the Modern Mill**

## Nordyke & Marmon Co.

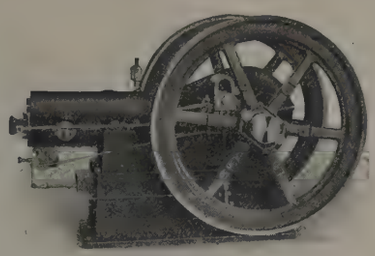
INDIANAPOLIS, IND.
Established 1851

**Ask for Catalogs on any Equipment you need**

*America's Leading Mill Builders*

LAUSON

## THE BEST OIL ENGINE TO BUY



There is no economy in buying an engine that is going to require frequent repairs and that is likely to balk just at the time you need most to use it.

The wise man considers service, reliability, and durability first, and price second. Selected on this basis, the LAUSON is the logical engine to choose, because it is the simplest and most durable in construction and the most reliable in operation. It runs smoothly and powerfully on a minimum consumption of either gasoline, kerosene or distillate and operates on a simple magneto without the use of any batteries.

**Horizontal Type 1½ to 18 H. P..**
**Ask for Bulletin No. 265B.**

**Write for full information on 35 H. P., 4 Cylinder Vertical Kerosene Engine.**

Governor enclosed in dust-proof housing, mounted on ball bearings and automatically oiled. High tension magneto, combination force feed and splash oiling system. A compact power-plant, workmanship much higher than generally found in a stationary engine.

Twenty-five years of high-grade engine-building experience.

**THE JOHN LAUSON MFG. CO.**
44 Monroe St. New Holstein, Wis.



# Shinn-Flat

## Prevents Lightning Losses




A LIGHTNING stroke may put you out of business for a year. Last season millions of dollars' worth of property were destroyed that could easily have been saved with Shinn-Flat Conductors. Besides, they lower the insurance rate.

Shinn-Flat is the only lightning rod made of pure copper wire woven in the form of a flat cable—and is much more efficient. It has 36 per cent greater capacity for conducting electricity than the same amount of material made into a round cable.

Shinn-Flat is so woven as to allow for expansion and contraction by heat and cold, consequently it neither breaks nor buckles—a very important feature on high buildings.

We have representatives and dealers throughout the United States and Canada, one of whom will quickly install Shinn-Flat for you. Tell us the size of your elevator or other building.

**W. C. SHINN MANUFACTURING CO.**
1674 Monadnock Bldg.
CHICAGO, ILL.

**Lightning Can't Strike IF Shinn Gets There First**



# THE RECORDS

*of the*

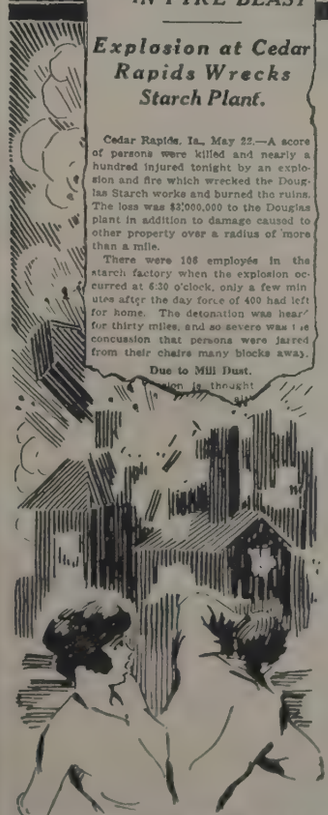
## Flour Mill and Grain Elevator Mutual Insurance Companies

show that 80% of all fires in Mills or Elevators start in elevators. The installation of an automatic feeding device which will positively prevent an elevator choking from over-feeding and an automatic relief which will prevent an elevator choking from bin getting full or spout choking, will annually save millions of dollars in fire loss and add at least 50% to efficiency of any stand of grain elevators. These devices are perfected and are available for mill and elevator owners, are very inexpensive and absolutely practical. Full particulars will be furnished free of charge by this office, on request.

**Mutual Fire Prevention Bureau**
OXFORD, MICHIGAN



# "Due To Dust"



*SCORE KILLED, 3 MILLION LOSS, IN FIRE BLAST*

*Explosion at Cedar Rapids Wrecks Starch Plant.*

Cedar Rapids, Ia., May 22.—A score of persons were killed and nearly a hundred injured tonight by an explosion and fire which wrecked the Douglas Starch works and burned the ruins. The loss was $2,000,000 to the Douglas plant in addition to damage caused to other property over a radius of more than a mile.

There were 105 employés in the starch factory when the explosion occurred at 6:30 o'clock, only a few minutes after the day force of 400 had left for home. The detonation was heard for thirty miles, and so severe was the concussion that persons were jarred from their chairs many blocks away.

Due to Mill Dust.

From Chicago Tribune.

## DUST + DELAY = DANGER

A score of human lives destroyed, a great institution, representing an enormous investment wiped out in a moment. The insurance may cover the replacement of the factory but cannot restore the lost lives. Neither will it reimburse the company for the loss in business prestige.

The cause of such disasters can be reduced to a minimum by the installation of an All Metal, Fire Proof

## Clark Dust Collecting System

*Our All Metal System Will*

1. Minimize your fire hazard.
2. Reduce your insurance rate.
3. Prolong the life of your belting and machinery.
4. Effect a better day's work from employees.
5. Recover wasted material or by-products.
6. Save power.
7. Induce sleep for owners.

**THE CLARK DUST COLLECTING COMPANY**
DUST COLLECTING ENGINEERS
FISHER BUILDING, CHICAGO.

## A Piece of Iron in the Grain

## The Mill Building in Flames

## Temporarily Out of Business

ALL THIS CAN BE PREVENTED

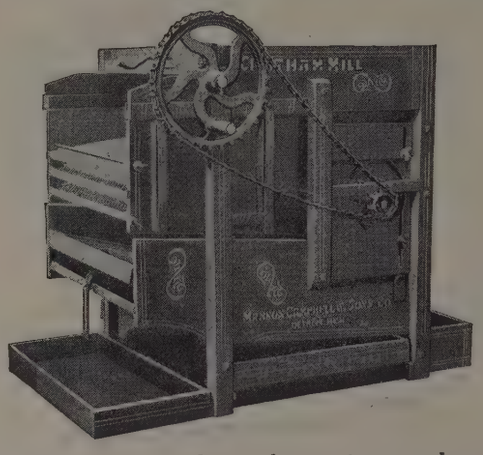



The field of an Invincible-Sypher Magnetic Separator is charged by a direct current of electricity from either your lighting or power line—nothing in the shape of metal can get by it.

**Invincible Grain Cleaner Company**

Silver Creek, N. Y.

## Little Chatham Grader and Separator for Dealers



Be absolutely accurate about the grain you buy. Avoid quibbles with farmers. Eliminate the possibility of loss to yourself and keep your customers satisfied.

Send today for the descriptive matter of the grain dealer's Little Chatham Grain Cleaner and Separator. It will set on a table in your office. Made for you. Grades and separates all kinds of grain and mixtures. Takes out chaff, broken grain and dirt. Separates the mixtures.

Let us send you descriptive matter and quote price.

**Manson Campbell & Sons, Co.**

DETROIT, MICH.

# The Corn Exchange National Bank

OF CHICAGO

| | |
|---|---|
| **Capital - -** | **$3,000,000.00** |
| **Surplus - -** | **7,000,000.00** |
| **Undivided Profits** | **1,593,016.93** |

**OFFICERS**

ERNEST A. HAMILL, President
CHAS. L. HUTCHINSON, Vice-Pres.
D. A. MOULTON, Vice-President
OWEN T. REEVES, JR., Vice-President
J. EDWARD MAASS, Vice-President
NORMAN J. FORD, Vice-President
JAMES G. WAKEFIELD, Cashier
LEWIS E. GARY, Asst. Cashier
EDWARD F. SCHOENECK, Asst. Cash.
JAMES A. WALKER, Asst. Cashier
CHARLES NOVAK, Asst. Cashier
JOSEPH C. ROVENSKY, Asst. Cashier

**DIRECTORS**

CHARLES H. WACKER
MARTIN A. RYERSON
ROBERT J. THORNE
EDWARD B. BUTLER
CHARLES H. HULBURD
BENJAMIN CARPENTER
CLYDE M. CARR
J. HARRY SELZ
EDWARD A. SHEDD
WATSON F. BLAIR
ERNEST A. HAMILL
CHARLES L. HUTCHINSON
CHAUNCY B. BORLAND

**UNITED STATES DEPOSITARY**

**Foreign Exchange** **Letters of Credit**
**Cable Transfers**

**Accounts of grain elevator operators and commission men throughout the country respectfully solicited**

# Stern, Costly Facts

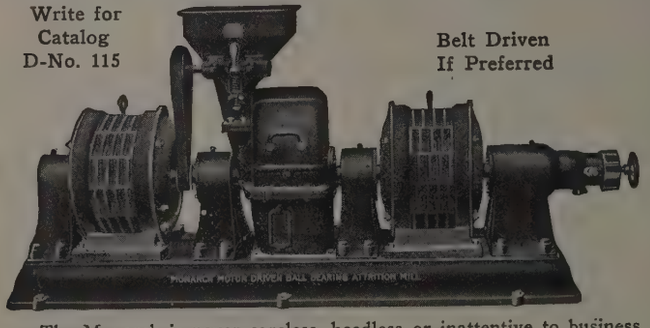
Are the little daily losses in time and lubricant; the repair stops and expenses; the trouble caused by uneven grinding and the maintenance bills of a babbitt bearing, out-of-date feed grinder.

We ask, as a plain business proposition, which would pay you better, to ignore these losses, which, in the aggregate, soon amount to a substantial sum of real money, or to protect yourself permanently from such loss by investing in

## The Monarch Ball Bearing Attrition Mill

Write for Catalog D-No. 115

Belt Driven If Preferred




The Monarch is never careless, heedless or inattentive to business.

Ball bearings practically eliminate friction, institute perfect and permanent tram, chase away power and lubricant losses, and inaugurate and continually safeguard uniform grinding.

The mission of this mill is to protect your profits; not by the grace of luck, but by inbuilt, original features which never cease to exist.

**SPROUT, WALDRON & CO.**

Main Office and Works, MUNCY, PA. P. O. Box 320

Chicago Office: No. 9 South Clinton Street

# Rope Drives



We design and install complete rope drives. We are experienced in this line, and drives designed by us are successful. We supply the best grade of Manila rope. Our **Machine-molded sheaves** are perfect in balance, accurately finished and free from flaws injurious to the rope.

We cast and finish sheaves of all sizes—English or American system—Pulleys, Band Wheels, Flywheels, Drums, Gears, Sprocket Wheels, etc. We manufacture Shafting, Pillow Blocks, Hangers, Floor Stands, Elevator Casings, Heads and Boots and all kinds of Elevating, Conveying and Power-Transmitting machinery. Headquarters for Supplies.

## H. W. Caldwell & Son Co., Chicago

**Western Ave., 17th-18th Sts.**

*NEW YORK, Fulton Bldg., Hudson Terminal, 50 Church Street*
*DALLAS TEXAS, 711 Main Street*

# The Emerson Tester

## Endorsed by the Government

Whenever a demonstration of wheat-testing is made by the U. S. Grain Standardization Department, including those made at the meetings of the various State Grain Dealers Associations and the State Millers Associations an Emerson Wheat Tester, or Emerson "Kicker," as the Government officials call it, is used and recommended as the most satisfactory device or machine for determining the actual amount of dockage in each sample of wheat. The Government is now using over 80 Emerson Testers in their different laboratories and inspection departments—a sure proof of their efficiency.

**Guess Work a Thing of the Past in Grading Wheat**

The Emerson makes an absolute, perfect separation of the oats from the wheat, not one kernel of oats left in the wheat and not a kernel of the wheat lost with the oats. All disputes between buyer and seller are settled on the spot. Avoids any feeling about doubtful dockage. Farmers prefer selling where the test is made with an Emerson.



### Over 8,500 Emersons In Use

Any number of elevator companies are using from 25 to 50 Emerson Kickers and from that on to 250, depending upon the number of elevators they operate. Hundreds of smaller elevator companies and mills are using from 1 to 5 machines. In addition there are hundreds of flour mills, state grain inspection departments, commission houses, grain buyers, boards of trade and U. S. Grain Standardization Bureau all using Emerson Kickers for determining dockage in wheat.

### The Emerson Guarantee

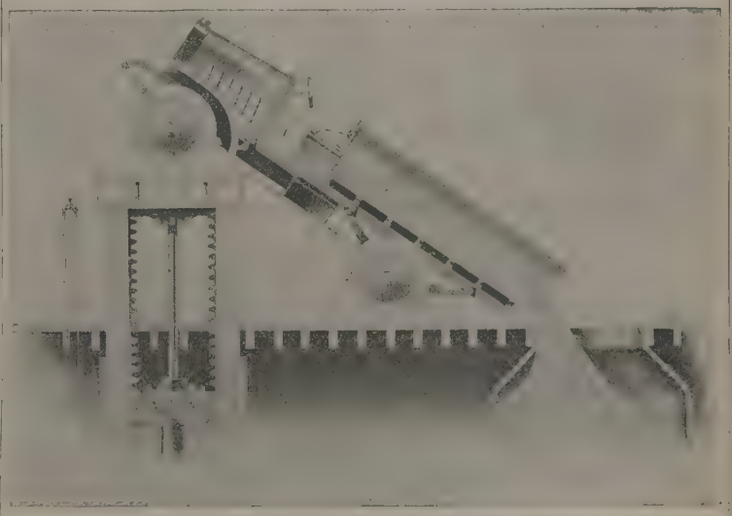
The Emerson Kicker is sold with an absolute guarantee to do exactly as we claim or money will be refunded. It has proved itself to be a splendid investment for milling and elevator companies. Let us prove it to you. Write today for pamphlet giving full description and unsolicited comments by prominent Emerson users.

## W. H. EMERSON & SONS

**Detroit, Mich.** :: :: **Windsor, Ont.**

PACIFIC COAST AGENTS:
J. J. Ross Mill Furnishing Co., Portland, Oregon, and Seattle, Wash.

# MODERNIZE YOUR PLANT WITH A TRAPP AUTO GRAIN DUMP



## SIMPLE—ECONOMIC—ESSENTIAL

In order to accommodate and properly handle the grain delivered today, an auto grain dump is necessary. The Trapp Auto Grain Dump can be installed without rebuilding or remodeling your present wagon dump, which is a considerable saving to you.

This equipment includes an AIR TANK which, when pumped up to proper pressure, will dump enough trucks to fill an ordinary pit. Then as the grain is elevated from the pit, the operation of the elevator automatically replenishes the AIR TANK. The AIR COMPRESSOR and TANK can be placed in any convenient place about the elevator and piped to the AIR CYLINDER.

The Trapp Auto Grain Dump is not an experiment. It has been tried and proven successful. It is not expensive, can handle more grain at a lower cost, and is approved and recommended by leading elevator construction engineers of the country.

The Trapp Auto Grain Dump is guaranteed to successfully dump grain from auto trucks and to be economic and easily operated.

Write for illustrated catalogue and prices. You must modernize your equipment to meet modern conditions.

## TRAPP-GOHR-DONOVAN CO.

Manufacturers and Distributors

1125 North 22nd St. Omaha, Neb.

# Reliance Construction Company

## Furnish Plans, Estimates and Build COUNTRY GRAIN ELEVATORS

Our long experience as a builder of elevators insures you an up-to-date house. Write today.

**625 Board of Trade Building, INDIANAPOLIS, IND.**

# Elwood's Grain Tables

Show the value of any number of bushels or pounds of **WHEAT, RYE, OATS, CORN OR BARLEY** at any given price from 10 cents to $2.00 per bushel. One of the most useful books ever offered to millers. Indorsed by prominent millers and grain dealers. Bound in cloth, 200 pages. Mailed on receipt of price.

**$1.25**

**Mitchell Brothers Publishing Co., 431 S. Dearborn St., Chicago, Ill.**

## SAVE MONEY!

The Toledo Grain Drier Will Do It

*Write Us for Information*

TOLEDO GRAIN DRIER CO.

25-29 Ontario Street TOLEDO, OHIO



*Let Us Tell You HOW*

## Start the Spring Right

**by installing a Cyclone Dust Collector**

You've never made a wiser, better or more profitable investment for your elevator business.—Write.

**CYCLONE BLOW PIPE CO.**

2542-52 Twenty-first Street, Chicago, Ill.

Complete new systems installed on modern plans and guaranteed. Old systems remodeled on modern lines on most economical plans. Supplementary systems added where present systems are outgrown. Defective systems corrected and put in proper working order.

**Practical Hand Book for Millwrights**

By CALVIN F. SWINGLE, M. E. 417 pages with Illustrations and Tables

PRICE $2.50 POSTPAID

Mitchell Brothers Publishing Co., 341 S. Dearborn Street, Chicago, Ill.

**Elwood's Grain Tables,** A book needed by every miller and grain dealer. It shows the value of any number of bushels or pounds of wheat, rye, oats, corn or barley at any given price from 10 cents to $2.00 per bushel. Cloth bound, 200 pages. Mailed on receipt of price, $1.25, by

MITCHELL BROTHERS PUBLISHING CO., 431 S. Dearborn St. CHICAGO

## RANDOLPH GRAIN DRIERS

STEAM OR DIRECT HEAT — CONTINUOUS FLOW — MADE IN ALL SIZES

O.W. RANDOLPH CO. TOLEDO, O. U.S.A.



## TRIUMPH SHELLERS ARE SIMPLE

They have few parts and rarely ever get out of order. They are on the job shelling corn year in and year out.

We know of hundreds of Triumph Shellers that have run for ten years and more without needing any repairs.

Triumph Corn Shellers are fully described in our new sheller bulletin. We'll be glad to mail you a copy.

THE C. O. BARTLETT & SNOW CO.

CLEVELAND, OHIO

## GRAIN DRIERS

are essential to conservation of corn. No modern grain handling plant should be without one. Allow us to place before you plain, honest facts concerning driers and learn why the one pre-eminent is

**MORRIS**

*"The drier designed to ultimately cost less"*

**The Strong-Scott Manufacturing Co.**

*"Everything for every mill and elevator"*

MINNEAPOLIS GREAT FALLS SPOKANE WINNIPEG, CAN.

**MILLERS' MUTUAL FIRE INSURANCE ASSOCIATION OF ILLINOIS**

Established 1878 Alton, Illinois

Insurance on Flour Mills and Elevator Properties.

Grain Insurance for short terms a Specialty.

CASH ASSETS - $1,007,626.53

G. A. McKINNEY, Sec'y

**GIBBS' PATENT DUST PROTECTOR**



is invaluable to operatives in every industry where dust is troublesome, affording perfect protection with perfect ventilation. Thoroughly tested for many years in every kind of dust. Nickel-plated protector $1.25. Canada $1.50, post paid. Circulars free.

GIBBS RESPIRATOR CO. "B"

246 N. Forest Ave., River Forest, Ill.

**THE BOOK OF WRINKLES**

Needed by Every Grain Elevator Operator

Contains 171 ingenious and well described and illustrated Devices for Saving Time, Labor and Money in Elevators and Mills.

PRICE, $1.25 POSTPAID

Mitchell Bros. Pub. Co. 431 S. Dearborn St. CHICAGO



## RID-of-RATS

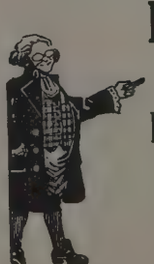
If we want to feed starving Europe it behooves us to kill off Rats and Mice that destroy foodstuffs to the value of about $500,000,000.00 per annum. Use Rid-of-Rats. It is non-poisonous and can be used everywhere. No stench creating dead bodies. Rodents leave premises before dying. Only patented Non-Poisonous Exterminator in the World. Made only by the Patentees.

*Price—15 cents per box, $1.80 per doz., $1.00 per lb. in bulk.*

**BERG & BEARD MFG. CO., Inc.**

100 Emerson Place Brooklyn, N. Y.

## The "Knickerbocker Cyclone" Dust Collector



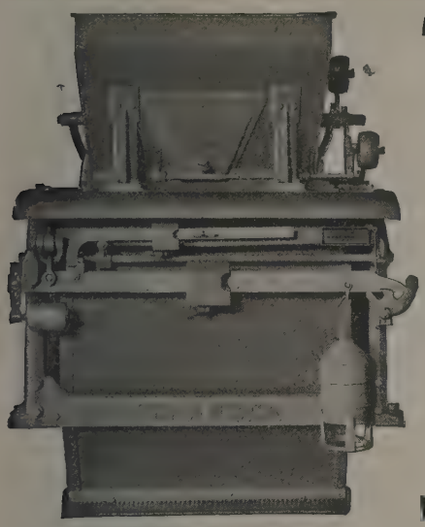
**For Grain Cleaners**

ALL STEEL



*Write for Catalog*

The Knickerbocker Company Jackson, Mich.



Every grain shipper must "maintain adequate weighing facilities," etc., according to Section 21 of the Pomerene Bill. Then why not install a

# SONANDER
## Automatic Grain Scale

You will have to comply with the term "adequate" and surely want to insure payment of your railroad claims.

Write to your nearest office for booklet of accurate weighing of grain and the accuracy of the Sonander.

**Howe Scale Co. of Illinois** 409 Fourth St., St. Louis, Mo. F. L. Rogles, Mgr.
1510 Main St., Kansas City, Mo. W. C. Peak, Mgr.

**Pacific Scale & Supply Co.** 46 Front St., Portland, Ore. Wm. Schweizerhof, Mgr.
546 First Ave., So. Seattle, Wash.
For Washington, Oregon and Idaho



## More HUMPHREY Service Elevators

*than ever before are being installed all over the world.*

**Saves Time—Saves Men—Saves Money**

A necessity in any mill or elevator with two or more floors. Quickly conveys men and sacks of grain or flour from one floor to another.

**SPEEDS UP PRODUCTION**

enabling your men to do more work in the same time without useless waste of energy.

Write for Bulletin A5, giving detailed information why the "Humphrey Endless Belt Route" means bigger profits for the owner.

IF NOT MADE BY HUMPHREY ELEVATOR CO. IT'S NOT A "HUMPHREY"

*The Original & Standard Belt Man Lift for 30 years.*

**HUMPHREY ELEVATOR CO.** Sole Manufacturers FARIBAULT, MINN.

## Elevator Machinery and Supplies

FLOUR and FEED MILL MACHINERY.
STEAM and GAS ENGINES

PULLEYS, SHAFTING, GENERAL POWER TRANSMISSION MACHINERY, ROLL GRINDING AND CORRUGATING

**Largest Factory and Stock in Western Country**

SEND FOR 450-PAGE CATALOG

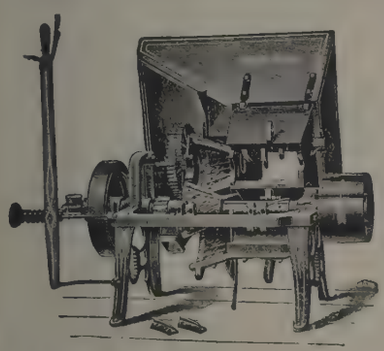
**GREAT WESTERN MFG. CO.**

General Office and Factory
LEAVENWORTH, KAN.

Warehouse and Sales Room
1400-1402 West 12th St.
KANSAS CITY, MO.

## Make Feed Grinding More Profitable!

**Bowsher's "Combination" Mills do this**



Mill opens like this in six minutes.

Because their large capacity, cone-shaped grinders and positive self ear feeders are properly designed to direct every ounce of power energy to the actual reduction of the grain.

Crush and Grind ear corn, husked or unhusked, alone or mixed with any kind of small grain in any desired proportion. Reduce the material to any fineness desired for feeding purposes.

11 Sizes, 2 to 25 H.P.

Sold with or without Sacking Elevator.

**The N. P. Bowsher Co., South Bend, Ind.**

SEE THAT YOUR CONTRACT CALLS FOR

## THE CUTLER MEAL DRYER



All Metal Steam Dryer

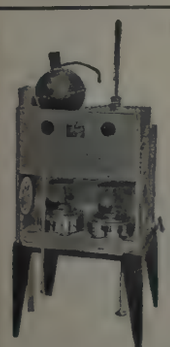
SOLD BY ALL MILL FURNISHERS.

Not An Experiment

**IN SUCCESSFUL USE 40 YEARS DRYING**

CORN MEAL, HOMINY, BREWERS' GRITS AND MEAL, AND ALL CEREAL PRODUCTS. ALSO SAND, COAL DUST, GRAPHITE, CLAY, ORES, ETC.
Automatic in operation, requiring no attention

**THE CUTLER CO., North Wilbraham, Mass.**
CATALOG ON REQUEST



**BUY THIS TESTER BECAUSE**

—It is made according to Government Specifications.
—It is the most complete outfit on the market—the Thermometers are certified.
—It is equipped with "Pyrex" Glass or Copper Flasks.
—the Special Oat Graduate as well as the Regular Graduates are included.
—It is heated with Electricity, Alcohol or Gas.
—the electrical equipment is fully guaranteed against all defects.
—It is approved by the Mutual Fire Prevention Bureau.
—It will pay for itself many times in a season.

**FLINT BROWN DUVEL MOISTURE TESTER**
MANUFACTURED BY DE ROO GRAIN LABORATORIES FLINT, — MICH.

Its cost is very reasonable. Ask for full information

## BURRELL SAFETY ALL STEEL MANLIFT



Made for

**Wood and Cable Guides**

Meets all Insurance requirements. More "Burrell" Steel Manlifts in use today than any other make. WHY? Because they are the best and cost no more than the old style wood. Sold by all Elevator Supply Houses. Ask for a BURRELL STEEL MANLIFT. If you cannot obtain it, write to us direct.

We also make a specialty of Salem and "V" Buckets.

Kankakee, Illinois

**Burrell Mfg. & Supply House**

ESTABLISHED 1903 INCORPORATED 1910

## THE EDWARD A. PRATT AUDIT CO.

PUBLIC ACCOUNTANTS and AUDITORS

BUSINESS SYSTEMATIZERS

*Especially Equipped to Audit and Install Systems for Grain Dealers*

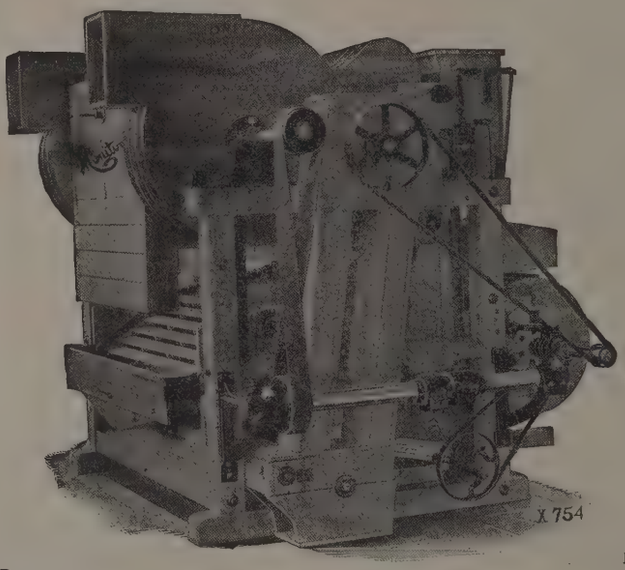
PEORIA, ILLINOIS
729-730 Jefferson Building

CHICAGO OFFICE
1403 City Hall Square Building

Monitor
REGISTERED TRADE-MARK

# Monitor Northwestern Separator

## FOR TAKING OATS OUT OF WHEAT




PATENTED PATENTED

Not only is the best machine for separating Succotash Mixtures
BUT
is a first class machine for all around work on all kinds of grain —you can't beat it.

**Huntley Mfg. Co.**
Silver Creek
NEW YORK

**Huntley Mfg. Co., Ltd.**
Tillsonburg
ONTARIO

A monthly journal devoted to the elevator and grain interests.

Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.

THE AMERICAN ELEVATOR AND GRAIN TRADE

Published on the fifteenth of each month by Mitchell Bros. Publishing Co., 431 So. Dearborn St., Chicago, Ill.

Subscription price, $1.00 per year.
English and Foreign subscriptions, $1.75 per year.

Established in 1882.

VOL. XXXVII CHICAGO, ILLINOIS, JUNE 15, 1919 NO. 12

# New Unit for Capitol Elevator Company of Duluth

## Plant at Head of Lakes Completes First Year of Service With Excellent Record

GRAIN elevator storage capacity at the Head of the Lakes has been increased to 35,000,000 bushels through the going into operation of the Capitol Elevator Company's new plant at Duluth, opened in 1918. It is of reinforced concrete construction with a rated storage capacity of 1,750,000 bushels, and it entailed a capital expenditure of about $700,000. Through the facilities afforded at this plant the storage capacity of the Capitol Elevator System has been brought up to 3,500,000 bushels.

In its general interior arrangements and car unloading and loading out equipment, the plant ranks as among the most modern and fastest operating in the Northwest. It is admirably located on the harbor slip and is connected by trackage with the Northern Pacific, Great Northern and Soo Railroads. The storage house is 1,200 feet 4 inches long, by 80 feet 4 inches in width, and the working house, also of reinforced concrete construction and fireproof throughout, is 176 feet 4 inches long and 74 feet 6 inches wide. The plant rests upon pile foundations driven down to bedrock, and on a concrete apron. The contract for its construction was carried through by the Barnett & Record Company.

The capacity of the storage house is 1,000,000 bushels, carried in 40 circular and 27 interstice bins, of reinforced concrete.

In the working house are 55 circular bins, 40 interstice bins and 28 outer space bins with an aggregate capacity of 750,000 bushels. Ample trackage facilities for receiving and handling grain is afforded. The grain is received from the cars on four tracks paralleling the working house, and each track has three receiving pits of 1,500 bushels capacity each equipped with self propelling double discharge hoppers. The grain is received into the storage house from three 36-inch conveyor belts which have access to all the receiving bins, scales and cleaning garners. It is discharged by a simple direction into any of the storage bins desired. The grain is shipped to the vessels from the storage house over three 36-inch conveyor belts, discharging to three stands of shipping legs of the working house. Each of the six conveyor belts is 250 feet long, a total of 1,000 feet of 36-inch belt.

The receiving capacity of the plant is 110 cars daily and its shipping capacity 50 cars a day into cars, or 75,000 bushels an hour by the legs into boats. There are three loading spouts to cars and five boat shipping spouts. The grain can be readily cleaned at the rate of 110 cars a day the plant being adequately equipped with 18 Huntley Monitor Cleaners.

Power for operation is furnished by a twin Corliss engine of 1,000 horsepower, and every department of the system is electrically lighted. The drive throughout is by rope. The system is equipped with six Fairbanks Hopper Scales of 2,000 bushels capacity each. Adequate boat shipping facilities are afforded through five steel spouts and there are three fast working car loaders.

During its first season of operation in 1918, the plant handled 8,000,000 bushels of grain, and the management of the company was gratified over the efficiency of its equipment. With all the machinery now fully geared up, the plant is ready to take care of a heavy trade next fall should the harvest in the Northwest reach the proportion expected. A specialty is being made in handling wheat and rye.

The principals of the Capitol Elevator Company are among the pioneers in the grain trade in the Northwest. The present company was incorporated in 1905, and its officers are: President, J. F. McCarthy; vice-president, J. H. McCarthy; treasurer, T. G. MaCarthy; secretary, T. F. McCarthy.



NEW 1,750,000-BUSHEL ELEVATOR OF THE CAPITOL ELEVATOR COMPANY, DULUTH, MINN.

## DO NOT SIGN SIDE TRACK CONTRACTS

Henry L. Goemann, chairman of the Transportation Committee of the National Association, has been in Washington and recently sent, through Secretary Charles Quinn, the following notice to the trade, relative to side track agreements with the railroads:

In investigating General Order No. 15 and Sup. No. 1, covering side tracks and leases, I find that a committee has been appointed by the United States Railroad Administration and consisting of the director of capital expenditures, the director of operation and the directors of public service and traffic to make a complete and careful study and review of General Order No. 15 and Sup. No. 1.

This committee will also review the forms of side track contracts which are in use in the different sections of the country.

In view of the above situation, I would suggest to those using side tracks that, until the report of the committee is made, or until a corrected order is issued, that they do not sign any contracts or pay any maintenance charges.

If any railroad, pending the outcome of the committee's investigation, refuses to give switching service, or to repair sidings, or threatens to tear up or disconnect sidings because of the refusal of the shipper to sign a contract, or because he refuses to pay maintenance charges, please have such firms advise me at once of such action, giving full particulars, and I will see that the information is referred to the proper officials for action.

(Write to Henry L. Goemann, Mansfield, Ohio.)

## AUSTRALIAN WHEAT

The American consul at Sidney, Australia, reported recently of the wheat of that country that the price is not likely to decline at present, as there is now a better prospect for reaching the world's markets with Australian wheat through the liberation of tonnage. Already the sale of 50,000 tons of wheat has been made to Norway, and the 1919 crop will be far below the 1918 crop, the failure being due to the severe drought in many of the wheat-growing districts. On account of the low price of wheat, $1.04 per bushel, less carriage to the embarking port, and owing to the fact that a considerable area of wheat land will be converted into grazing pastures, the wheat yield is not likely to increase soon. The crop in 1918-19 was estimated at 76,000,000 as compared with 114,865,514 bushels in 1917-18, and 152,420,189 in 1916-17, and 179,065,703 in 1915-16. The recent drought in the wheat-growing area is said to be the most severe for the past 30 years. So long as the army remains abroad, there will be a good demand for clothing, boots, shoes, and various foodstuffs.

The present surplus in Australia comprises parts of three crops and for the most part is gathered in accessible places, sometimes under permanent cover, but more often under tarpaulin. The accompanying illustration shows the wheat stacks at Brooklyn, Victoria, when they contained 7,000,000 bags, or 580,000 tons of wheat. In another yard near by, but not shown, there was another stack of 6,000,000 bags. Two hundred steamers would be required to transport the contents of these two yards. This illustration is taken from the *Australasian Baker*.



AN AUSTRALIAN WHEAT STOCK OF 7,000,000 BAGS

## TWO NEW SERIOUS WHEAT DISEASES

For some time the U. S. Department of Agriculture has been investigating damage done in the wheat fields of Madison county, Ill., reported by the county agent. The damage was found to vary from an insignificant amount to as much as 90 per cent. In some fields the damage was so great that the farmers plowed up the wheat and put in corn.



NORMAL WHEAT PLANT AND ONE DAMAGED BY "TAKE ALL"

It now turns out that the damage was caused by two diseases. The first is a disease apparently identical with the "Take-all" or "white-heads" known in many foreign countries. Take-all has caused serious losses in the wheat fields of Australia, and has been reported as a pest of wheat, oats, barley, rye, rice, and certain wild grasses in Europe. The second disease is Flag Smut of wheat (*Urocystis tritici*) which also is a serious disease of wheat in Australia, and is known in India and Japan. Neither pest, however, has ever been reported to cause losses comparable to those resulting from our past great epidemics of black stem rust.

Specimens of the diseased wheat plants have been examined and found affected with the disease, showing all the symptoms of Take-all in its early stages, as described in Australia. On the second visit to Madison County the Department representatives found the Flag Smut of wheat in the same fields injured by Take-all. Finding these two Australian diseases in the same fields strongly indicates that they have been introduced in wheat shipped into this country from Australia. These diseases are carried on seed grain. A thorough investigation is being made by the Office of Cereal Investigations of the Department to determine the source of all seed wheat used on the infested farms. A nation-wide survey is now in progress to find if either or both of these two diseases have been introduced anywhere else in the United States.

Their serious effects under Australian conditions are now well known. There is every reason to believe that they will find conditions in this country favorable to their spread. All growers of wheat and other small grains should be interested in helping their state experiment stations and the United States Department of Agriculture to find these diseases if they have been introduced, and to keep them from spreading.

There should be little difficulty in recognizing Flag Smut, as it differs radically from the other grain smuts. Unlike the others, it attacks the upper leaves, particularly the top one, which is commonly called the flag leaf. The name of the disease comes from this characteristic. The flag leaf always shows long, smut spore stripes and frequently is contorted or twisted into a spiral. Occasionally Flag Smut attacks the stems as well as the upper leaves. In this respect it resembles the stem smut of rye, but differs from it in that all of the culms instead of one out of several are attacked. Affected plants do not produce heads.

## GRAIN EXPORTS

For the 10 months ending April 30 our breadstuffs exports were valued at $739,440,440, as against $518,527,570 for the same period last year. Of these, by far the greatest amount fell to wheat, that being the only cereal which greatly exceeded the 1918 shipment.

The wheat exports were 148,164,341 bushels for the 10-month period ending in 1919 as against 33,298,897 bushels in 1918; flour exports for the respective periods were 17,839,776 barrels and 17,109,199 barrels. Barley exports were 9,586,531 bushels compared with 22,476,016 bushels last year; corn, 14,899,322 bushels in 1919, as against 33,925,741 bushels in 1918; oats 86,438,889 bushels in 1919, and 87,193,841 bushels in 1918; rye, 13,021,136 bushels this year, and 11,681,182 bushels last.

The conspicuous falling off has been in barley and corn, both of which were used extensively as wheat substitutes in bread. For the same reason the demand for wheat has increased, as all foreign Governments have thought it advisable to get away as quickly as possible from the unpopular substitutes.

## THREE ENEMIES OF WHEAT

In examining the wheat fields at this time three enemies of the grain should be looked for, any one of which may seriously effect the yield.

The first is Hessian fly, the maggots of which can be found between the leaf and the stem at the first, second or third joints. These are the places where the early adult fly lays her eggs.

The wheat joint worm is found inside the stem at the joints which are usually twisted or swollen, from three to 20 worms about ⅛-inch in length may be found in each joint.

The wheat straw worm is found in the straw between the joints and its presence is not indicated on the outside of the stem.

Any of these pests may cause lodging of the wheat, and poorly filled heads. When these conditions are present one or other of the bugs can usually be found.

## EXPORTS FROM ARGENTINA

The exports of wheat from Argentina for the period from January 1 to April 4, 1919, amounted to 271,250 metric tons (2,204.6 pounds), of which amount 21,580 tons were destined to the United Kingdom and 121,357 tons to Continental European ports. The exportable surplus on April 4 is estimated to be 4,248,256 tons.

The exports of corn for the same period amounted to 314,411 metric tons, of which 7,377 tons were for the United States. The estimated amount of old stock still on hand April 4 for export is 1,113,567 metric tons.

The total exports of flaxseed (linseed) for the same period amounted to 56,829 metric tons, of which amount 39,095 metric tons were for the United States, leaving an exportable surplus estimated at 655,645 metric tons on April 4.

The minimum prices for cereals in Argentina, which were established on February 4, 1919, were abolished on May 5.

## DOUGLAS STARCH WORKS DESTROYED

One of the most disastrous dust explosions and fires that ever occurred in a cereal plant, totally destroyed the starch works of the Douglas Company at Cedar Rapids, Iowa, on May 21. The explosion took place at 6:30 p. m., just after the night shift had come on. The flames spread so rapidly that many in the building who survived the shock of the explosion found themselves cut off from escape and perished in the flames. One man was blown 40 feet into the river and was taken out alive.

The coroner estimated that 32 were killed and many others in the hospital are seriously, perhaps fatally injured. The force of the disruption was felt for over 30 miles and for a long distance windows were shattered and many outside the building were thrown to the ground or injured by falling debris. The physical damage to the property is estimated at $3,000,000. No estimate has been made of the personal damage claims which will be filed, although it is certain that they will be very heavy.

All that remains of the plant is a pile of rubbish with the two concrete smokestacks still standing, although one of those inclined from the perpendicular. The stock, and machinery which converted 20,000 bushels of corn per day into starch, is a total loss. But the company will rebuild at once.

The U. S. Bureau of Chemistry is investigating the fire for their studies in dust explosions. The plant carried explosion as well as fire insurance and the investigation may determine whether the companies are liable for the total destruction or just for the estimated damage of the explosion. Only that part of the plant of mill construction was protected by sprinklers, and the dust collecting system, what little there was, was inefficient.



RUINED STARCH WORKS OF THE DOUGLAS COMPANY, CEDAR RAPIDS, IOWA

## DEATH OF JOSEPH ROSENBAUM

One of the oldest and most respected members of the Chicago Board of Trade, Joseph Rosenbaum, head of the J. Rosenbaum Grain Company, passed away in Pasadena, Calif., on May 22 of heart failure. The mortal remains of Mr. Rosenbaum were brought to Chicago immediately after death and funeral services were held May 27, in charge of General C. S. Bentley, acting for the G. A. R. Dr. Emil Hirsch delivered the sermon at Sinai Temple where a vast throng had assembled to pay their final respects to their friend and business associate. The interment was at Rose Hill.



THE LATE JOSEPH ROSENBAUM

Mr. Rosenbaum was born in Munich on April 1, 1838. He acquired his early education in the schools of Germany and at the age of 12 years he came to this country with his sister and elder brother Morris, joining his father at Dubuque, Iowa. He engaged in a mercantile career with his brother at Cedar Falls, Iowa, until August, 1862, when he enlisted for a period of three years in Co. B, 31st Reg., Iowa Volunteers and was mustered into the United States service October 13. The American Order of Nobility, in its official record of the Illinois G. A. R., has the following:

"On November 1, Mr. Rosenbaum embarked for St. Louis, Mo., and from there to Helena, Ark. November 27 started on the Cold Water and Tallehatchie raid. December 20 went up the Yazoo River to Chickasaw Bayou; ascended White and Arkanasas Rivers. His battalion was engaged at Arkansas Post; took 5,000 prisoners. January 15 re-embarked and arrived at Butler's Canal, La., opposite Vicksburg. May 1, 1863, his corps started down Mississippi River, crossed it at Grand Gulf, and occupied Jackson, the capital of Mississippi. On the 18th attacked Pemberton at Vicksburg and was repulsed; on the 22nd attacked Fort Hill and was again repulsed with greater loss. On July 4, when Vicksburg surrendered, took 28,000 prisoners.

Mr. Rosenbaum was in the battles of Lookout Mountain, Rossville Pass, Missionary Ridge, Resaco, Dallas, New Hope Church, Pine Knob, Kennesaw Mountain, Marietta, Atlanta, Rome. After the surrender of Atlanta he followed Hood for 48 hours, and returned to Atlanta when Gen. Sherman started his famous March to the Sea. Captured Columbia, the capital of South Carolina, and replaced the Rebel flag with the regimental flag. The engagement at Bentonville, N. C., concluded for Mr. Rosenbaum 22 battles, besides many skirmishes and raids, after which he marched to Washington and was a part of the Grand Review on May 25, 1865. He was a member of the Abraham Lincoln Post 91, and a Past Department Commander, Department of Illinois, G. A. R."

Following the close of the war Mr. Rosenbaum returned to Waverly, Iowa, where he had, prior to the outbreak of the war, entered the live stock and grain business with his brother. He continued here until 1867 when the brothers founded the State Bank of Waverly and also the State Bank of Nashua. These institutions were continued until 1874 when the Iowa interests were sold out and the brothers removed to Chicago.

Mr. Rosenbaum engaged first in the live stock trade as Rosenbaum & Serkel which subsequently became Rosenbaum, Bass & Co., and later incorporated as Rosenbaum Brothers & Co. A few years afterwards he formed the J. Rosenbaum Grain Company with offices in the Postal Telegraph Building which exists at the present time owning and operating terminal elevators in Chicago and the Southwest and having branches and ramifications extending to all parts of the world.

In 1873 Mr. Rosenbaum was joined in marriage to Miss Emma Frank who survives him with three sons, Emanuel F., Edwin Stanton and Walter Scott, and one daughter, Mrs. Frederick Mandel. The Chicago Board of Trade adopted a memorial at his death which testifies not only to the loss felt by his friends and coworkers on that market but the profound regard and respect in which he was held by the grain and live stock trade in all sections of the country.

## A USE FOR RICE HULLS

Rice hulls, which have been taboo as a filler for mixed feed, and therefore have been practically a waste product of rice milling unless they were used for fuel, now have been found to have a real value.

A substitute for cork and a fibre board will be made from them by a new California company, the United States Fibre Products Company of West Sacramento. Powerful machinery will be employed in compressing the hulls and the new plant expects to be in operation by next August.

As California is rapidly becoming one of the principal rice producing states, the new factory is well situated for its supply of raw material.

# The Conference With Director Barnes

## All Sections and Every Element of Grain and Milling Trades Represented at New York Conference

REPEATING their pilgrimage of last spring, a great number of grain men from all over the country turned their faces toward New York City early this month, about 250 responding to the second invitation sent out by Julius H. Barnes, president of the United States Grain Corporation, and now Wheat Director by appointment of President Wilson. Last year's history was again repeated as far as the meeting place was concerned, the large and handsome assembly room of the Chamber of Commerce of the State of New York, being used for that purpose through the courtesy of the members of the organization.

The first session was called to order at 11 o'clock on Tuesday, June 10, the opening address being delivered by Mr. Barnes, who gave a concise summary of the accomplishments of the Food Administration and of the Grain Corporation and outlined the possible future requirements of the situation under the control of the recently reorganized corporation.

It seemed to be the prevailing opinion among many of those present, judging from Mr. Barnes' remarks, that the Wheat Director and his associates did not expect that wheat prices during the coming crop year would fall far below the guaranteed basis, largely upon the assumption that Europe will need possibly over 400,000,000 bushels from us. Mr. Barnes said, in part:

We have reached the second milestone that marks the conduct of the grain and milling trade under Government supervision and direction. In almost every other direction of American business activity the war organizations have been demobilized and the trade restored to private initiative.

In wheat and wheat products we face another year of Governmental supervision, made necessary for the faithful discharge of a national war pledge to the producer.

Everywhere that we have asked for co-operation and support it has been readily granted, and we have tried to make the Grain Corporation a business instrumentality in the highest sense, facilitating the conduct of all business in which we had an influence.

Some of the phases of co-operation should never be abandoned, and need not be abandoned, with intelligent self-interest on the part of the trades affected and intelligent administration on the part of Government agencies.

For instance, the seaport facilities of this country are not adequate to the tonnage burden thrown upon them, except by concentration of control and direction—a heavy price to pay if that control shall be bureaucratic and not directed by experience.

What will happen to the seaports of this country when a system is restored of individual shippers matching individual lots of grain and flour to certain identical ships, each shipper struggling for his share of the facilities, and even cumulatively heaping the strain upon them in order to take no hazard of being left behind?

The aggregate losses in steamer demurrage, storage and expenses, losses in cancelled contracts, will be a new and real burden which can only be provided against by increasing the business toll upon the marketing, unless some form of voluntary co-operative effort offers the solution.

I desire here to again remind you that the reason there is a Wheat Director and a Government agency operating for this coming year, has been primarily to devise a way to make effective to the producer the guarantee price of $2.26, Chicago basis. In some way the producer must be offered the opportunity to market his wheat thereat, and in some way the resulting flour must be marketed here and abroad.

The payment for the grain can be made in several ways by Government control and by Government direction, but the sale of the finished product can not be so forced upon the consuming world, and there arises, therefore, the necessity of constructing an agency that can, as fairly as possible, anticipate the various complexities and provide a policy suitable for their solution.

It is evident that, with the size of the crop now in sight, that the pressure for marketing will, shortly, force wheat prices in this country back to the Government guarantee basis and that buying of wheat in large quantities at that basis by the Government will be the decisive factor in wheat prices of this country, stabilizing them at that Government guarantee level.

The resale policies then of such a Government agency become at once then a matter of great public interest.

1. Shall that Government agency supply the flour product of our wheat to our consumers at a lower price-level than the fair-price paid the farmer under the guarantee?

2. Shall the price be maintained in our domestic markets and to our home consumers, while we market our surplus in the world's markets for a lesser price?

3. If we are prepared in case of need, to market a surplus for a lesser price in the world's markets, should we conversely force or accept a higher price if the world's markets will stand a higher price? That is, if the world's markets will stand a higher price, is it just to accept it?

4. Shall our domestic consumers be protected at not higher than the Government guarantee fair-price, or shall our home consumers also be required to pay a world's price demonstrated higher than the guarantee?

5. Shall we attempt, as private merchants do, to feel our resale policy from day to day, subject to the influences of current crop deterioration or crop enlargement, or shall we as holders of the deciding balance of the world's supply, forecast as nearly as possible the fair price policy for the crop-year period, and adhere sturdily to that policy, regardless of the temporary presence or absence of current demand?

At this point it is well to recall the origin of the Government guaranteed wheat price. It was not selected in Congress, although authorized by legislation. It was originally, in August, 1917, the judgment of a Fair-Price Commission of 11 men as being the fairest measure between producer and consumer, and having present in it a factor of crop stimulation that assured our necessary supplies. It is the latest and the fairest expression of fair price between producer and consumer in this country.

As to whether the armistice and the termination of war conditions should measurably affect that price, upward or downward, there are substantial arguments on either side.

As to whether it has operated naturally to stimulate production, the large wheat acreage sown last fall and this spring under its influence would seem to a sufficient practical answer that it was stimulating.

Yet, in spite of the difficulty of ascertaining the measure of play still allowed supply and demand influences, we must measurably forecast the probable demand to fall upon our crop surplus. Calculations made at this time are more than usually subject to error and variation because much of the world's crops on which the year's policy will be based, is still in the field and still subject to material depreciation.

Keeping these factors of possible error in mind, the world's situation to-day seems to forecast about as follows:

| | Bushels |
|---|---|
| Australia— | |
| Apparent surplus July 1, next | 85,000,000 |
| Average new-crop surplus available next December | 55,000,000 |
| Total available for the coming year-year | 140,000,000 |
| We estimate of this, that Australia could probably put into overseas movement | 120,000,000 |
| Argentina— | |
| It is to be expected she will have on hand July 1, next | 135,000,000 |
| Plus the average surplus from her new crop due in December | 100,000,000 |
| Total available for the coming crop-year | 235,000,000 |
| We estimate that Argentina may put into overseas wheat movement | 120,000,000 |
| Canada— | |
| It seems quite apparent her acreage is no larger than a year ago, and we estimate that she can fairly be expected to put into oversea wheat movement | 100,000,000 |
| Russia, Roumania, Bulgaria, India— | |
| All of these usual exporters promise to be unable to contribute, or indeed, may become actual importers. | |

So that, at the present moment, we may expect that for all the world overseas requirements of wheat in excess of 340,000,000 bushels, the United States will be called upon to furnish.

It is, therefore, of serious moment that we should ascertain the probable world demand to fall upon the exporting countries.

During the five years prior to the war, the imports for all of Europe averaged:

| | Bushels annually |
|---|---|
| Wheat | 530,000,000 |
| Rye | 45,000,000 |
| Total bread grains | 575,000,000 |

Of these quantities, Bulgaria, Roumania and Russia provided:

| | Bushels annually |
|---|---|
| Wheat | 220,000,000 |
| Rye | 40,000,000 |
| | 260,000,000 |
| Also, India provided | 50,000,000 |
| Total from producers not now available | 310,000,000 |

These average imports of 575,000,000 supplemental average home crops in Europe of 1,800,000,000 bushels, indicating a total consumption in Europe of 2,375,000,000 bushels, annually, of bread grains.

We have again, then, two factors to ascertain; one, of the size of the home crops of Europe, and the other, What effect, if any present conditions have on their normal total consumption?

In the warring countries, it seems quite certain that acreage has been reduced, because of disorganized labor and the reduction of work animals. It seems quite probable, also, that soil fertility has declined steadily, with the absence of the usual application of fertilizers. The extent of this decline is difficult to accurately estimate, but it seems fair to assume that the production promise of all of Europe will hardly exceed 75 per cent of the normal.

As to consumption, the difficulty of making payments and of readily transporting purchases, will probably tend to reduce the aggregate consumption to some extent. With depleted herds, with the crops of feed grains affected by the same conditions to an even larger extent, substitution of food will prove, however, most difficult. Putting an arbitrary estimate on the economies which could be made effective—and it is probable that we must reach a conclusion that the import requirements of bread grains into Europe will approximate 650,000,000 bushels to 700,000,000 bushels for the coming crop-year. Add to this quantity the normal requirements of the ex-European countries for overseas bread grains, and it is probable that the overseas movement of bread grains this coming year must aggregate 750,000,000 to 800,000,000 bushels.

So that, it seems quite possible that there will fall upon America an overseas demand of 410,000,000 to 460,000,000 bushels. The largest previous export movement of wheat and flour from America was the crop-year of 1914-15, amounting to 332,000,000 bushels.

Should this demand materialize, it will require the most careful supervision of seaboard and inland markets and of railroad and water transportation to put that quantity through our ports without severe congestion.

Applying these export figures to our crop outlook to-day, we find this situation.

Our crop promise of wheat fortunately promises to yield between 1,100,000,000 and 1,200,000,000 bushels.

Our home consumption for bread and seed may be roughly calculated at 600,000,000 bushels.

Starting the crop-year with no reserves or carry-over from the crop just finished, we are called upon to export exceeding 400,000,000 bushels. It leaves us only the promise of such adequate reserves as a great consuming country should carry from one crop to another.

This forecast at once suggests a consideration of a policy as to whether, with the United States controlling over 50 per cent of the probable overseas requirements, we should ask a higher price than the Government fair-price basis.

Again, remembering that the Government guarantee price is probably as fair an expression of value as can be ascertained under the present dislocation of supply and demand influences and that its security in production has been demonstrated by the acreage planted to wheat this past year, we should neither demand nor accept for Government sales a price substantially in excess of that fair-price, plus proper accrued charges.

Insisting that the Government in good faith should make good its pledge to the grower and not discard it as a war contract susceptible of cancellation, I feel just as strongly that the necessities of Europe shall not be used for national profiteering. I believe it to be American in ideals that no undue advantage be taken of our dominating position to the source of supply, even after the advent of peace dissolves our partnership relations with our former Allies.

In the same way, should we for any reason deem it advisable to sell our national surplus abroad at less than the Government fair-price basis at which that surplus may be accumulated, then that lower price basis should be reflected to the domestic consumers also.

The program was followed practically as arranged and as each topic was reached the delegates whose interests were directly concerned engaged in general informal discussion. The first topic to arouse general interest was the section relating to the addition of premiums to terminal prices. In introducing this subject Mr. Barnes stated that inasmuch as this year's crop would probably be the largest ever gathered some method of controlling its movement would be absolutely necessary in order to prevent unnecessarily liberal deliveries by farmers and the consequent congestion on the railroads and at interior and terminal markets. It was the consensus that producers who held on to their grain should be allowed a premium of 1½ to 2 cents per bushel for each month after harvest. In support of this contention several producers and millers stated that farmers in many cases were in need of money immediately, and hence would be tempted to ship their grain to market at once. In

some quarters doubt was expressed that a premium of 2 cents per bushel would be sufficient to persuade a large enough number of farmers to withhold their crops to seriously restrict the movement or the use of terminal facilities. Charles A. Lyman, secretary of the National Association of Farm Boards, spoke along these lines, arguing that the need of a large percentage of farmers for ready money immediately after harvest was too great to offset the attractiveness of the premium proposition. Those who opposed the measure were apprehensive of a possible stagnation of the crop movement. It was pointed out, for one thing, that about 50 per cent of the grain crop in the Middle West did not move before January 1 under ordinary conditions. P. E. Goodrich of Indiana expressed the opinion that in fairness to the farmer who put off the sale of his grain a premium of at least 1½ cent should be added after August 1. Producers' delegates gathered during the noon recess and passed resolutions favoring the addition of a premium from July 1 to February 1. The opinion was that the placing of this carrying charge and its removal should be left to the discretion of the Food Administration.

Under the heading of Railroad Problems, several delegates stated that the individual permit system as applied to the railroad transportation of wheat last season was much abused and asked that the system be improved. C. B. Riley of Indianapolis stated that the farmer would be much benefited if permits were issued only at the request of receivers. The system operative last year was said to have been very unsatisfactory in the Chicago and other districts. However, it was pointed out that the blanket system had been in effect in the Northwest and the only difficulty had resulted from failure of the railroads to perform their part properly. C. E. Spence, who directed railroad activity for the Food Administration last year and will have a similar office under Mr. Barnes' directorship, outlined the possible action to be taken by the Administration on this matter. Mr. Spence said in part: "The entire elimination at once of the permit system at the Seaboard would be impossible. An embargo could not be enacted without the attendant tying up of many interests not closely allied with wheat. There would be an injury to other trades and costly inactivity of equipment. I do not think the enactment of spasmodic embargoes would be at all useful or practical." He also stated that the system of permits would not be brought into force until necessity demanded, but that the principal question to be decided was whether the individual or blanket system would be most advisable. At the conclusion of the discussion the opinion seemed to be quite general that the individual permit system for the Seaboard would be replaced by blanket permit systems for inland receiving and shipping points.

The question of the Terminal Storage of Wheat was the first important item of the second day's session. Stress was laid upon the necessity for enlarged storage and elevating facilities at the Seaboard. It was stated that a bill was being considered for presentation to Congress, designed to have the railroad companies build elevators at the Seaboard and to meet the expense of maintenance. The question of preference between different kinds of grain where handling facilities were inadequate received some attention. Mr. Barnes stated that his organization would not countenance any attempt to make any revenue on storage of other grains when space was needed for wheat. Space to be allowed for other grains would be just sufficient to permit free movement of the crops.

The question of trade agreements proved to be a subject on which many delegates had a great deal to say. Numerous amendments were suggested to the tentative drafts prepared for discussion and Mr. Barnes stated that many of the points brought up would be carefully considered in the preparation of the final drafts. The latter, he stated, would be ready for distribution on June 16.

In answer to a question by J. Ward Warner, a former president of the New York Produce Exchange, Mr. Barnes stated that the Grain Corporation will buy all grades of wheat just as it did last year and will protect all grades at its own judgment of relative values, including the sample grades. Discounts will be fixed by the proportion of low grades in the crop.

## NEW YORK'S OLDEST FIRM RETIRES

BY C. K. TRAFTON.

The daily newspapers have made little if any allusion to a recent transaction which is really deserving of a much longer story. Not only is it of interest to members of the grain trade in other cities, as well as in New York, but it will also serve to stir the memories of many old-time business men who were active in the years just after the ending of the Civil War.

The ordinary news article would doubtless dismiss the subject with the brief announcement that the grain elevator and warehouse of Clark & Allen, located at Thirty-second Street and the East River, had been bought by three local grain men who would operate it under the style of Brainard, Leverich & Hatch, Inc., and that the price was $190,000. To old members of the grain trade, however, the transaction marks the passing of the oldest grain distributing firm in New York. Indeed, it is the general belief that no line of business in the city can boast of an uninterrupted partnership covering over 52 years.



CLARK & ALLEN ELEVATOR IN NEW YORK, RECENTLY SOLD

On April 10, 1867, a wholesale business in grain, meal and feed was started by Adoniram Clark, Alonzo Allen, and Edward A. Allen. At the time of Alonzo Allen's retirement in 1870 the business was conducted from canal boats and grain was handled in measures, a method long since obsolete. At the time of his death a few years ago, Mr. Clark was the oldest member of the N. Y. Produce Exchange. He purchased a membership in the old Corn Exchange on May 7, 1866, while Mr. Allen became a member of the present Exchange on January 23, 1878. In 1880 Edward A. Clark, son of the senior partner, was admitted to partnership in the business and so continued until his death in January, 1884. Later, Berton A. Allen, son of Edward A. Allen, and Durward B. Kennedy, who had been manager of the concern for many years, became partners with the two founders of the business, and these four men comprised the firm when the property was sold.

Because of good management and square dealing, the business grew so rapidly that it was found necessary to look for larger quarters and in June, 1898, the firm moved to the new elevator and warehouse, one of the largest and best equipped plants of its kind in New York. It covers the entire end of the block and extends back from the river about 100 feet, irregularly. In the main building there are 15 bins 42 feet high and 14 feet in diameter with a capacity of 7,500 bushels each. In the outer building there are four tanks 64 feet high. Two have a diameter of 25 feet and capacity of 50,000 bushels each, and the other two are 20 feet in diameter with a capacity of 37,500 bushels each. The spaces between the bins are also adapted for holding grain and have a combined capacity of about 34,500 bushels, making the total bulk storage capacity of the plant about 322,000 bushels. There are two ship-lays at the river's edge where schooners or barges may load heavy oats at the rate of 5,000 bushels, bulk or bagged, per hour. This part of the building also contains the engine-roou, power plant, and machinery. On the second floor are the receiving scales, and on the third the corn-grinding mills. On the top floor is the cleaning apparatus, clippers, blowers, and separators. On the second floor of the main building, under the spouts of the 15 smaller bins, is the bagging room, which is equipped with double-hopper scales. With these scales it is possible to load twelve 80-pound bags per minute. The huge bins are built on about 20 brick piers, which rest on about 800 wooden piles driven deep into the earth. Owing to the enormous weight, the piers were split at one time, making it necessary to reinforce them with heavy steel bands. The plant has always been kept extremely clean and free from dust, and hence the risk of fire is slight. Nevertheless, the building is completely equipped with first-class fire-fighting apparatus.

The decision to dissolve the firm grew out of a disagreement regarding the amount paid for the rental of the site, which was the property of the Clark estate. As a consequence, a partition suit was instituted and a public sale was advertised to take place in May. Before this could take place, however, the plant was bought privately by Wm. J. Brainard of the Brainard Commission Company, Louis G. Leverich of the Shaw & Truesdell Company of Brooklyn, and Joseph W. Hatch who went into business on his own account, following the death of Colonel I. C. Wickes. The new corporation started operations in the elevator on the first of June. It is expected that the policy of the new firm will follow the lines instituted by the old organization.

# Report of Market Survey Committee

## All Interests in the Grain Trade Complete Survey of Market Conditions and Make Recommendations

AS A RESULT of a request made by P. E. Goodrich, president of the Grain Dealers National Association, to Charles J. Brand, chief of the Bureau of Markets, of the United States Department of Agriculture, that a committee representing various organizations of the grain trade, be appointed to make a survey of the principal grain markets east of the Rocky Mountains, the Grain Dealers National Association appointed as their representative, Elmer Hutchinson, of Arlington, Ind.; the National Council of Farmers Co-operative Associations, J. W. Shorthill, of Omaha, Neb.; the Council of Grain Exchanges, W. J. Niergarth, of St. Louis, Mo.; the Millers National Federation, R. S. Hurd, of Wichita, Kan.; and co-operating with and accompanying the committee were R. T. Miles, of Chicago, Ill., of the Bureau of Markets; C. W. Crawford, of Chicago, and W. J. Manley, of Washington, D. C., representing the Car Service Section of the United States Railroad Administration. The expenses of this committee were paid by the Bureau of Markets and the different organizations represented.

The purpose of this committee was to visit such principal grain markets and fully advise themselves of all of the factors that enter into the inspection and supervision of inspection of grain; also transportation problems in so far as they relate to such inspection and supervision, particularly the physical equipment for inspection, suitability of laboratories, methods employed in the use of equipment, number of licensed inspectors, number of samplers, and the accuracy of their work, cost of inspection service, reinspection and appeal privileges, all with a view to making recommendations and suggestions to the Bureau, to inspection departments, to the trade in general, and to the various markets visited, whereby greater uniformity may be had in the inspection of grain and greater efficiency in the handling of grain cars.

The Committee began its work at Chicago on April 14, 1919, and completed the survey at Omaha on May 26, 1919, having visited the following markets in their order: Detroit, Toledo, Cleveland, Buffalo, Boston, New York, Philadelphia, Baltimore, Cincinnati, Indianapolis, Louisville, Nashville, Memphis, New Orleans, Galveston, Forth Worth, Oklahoma City, Wichita, Kansas City, St. Louis, Cairo, Chicago, Peoria, Milwaukee, Duluth, Minneapolis, Omaha.

At each of these markets the Committee held a meeting with a committee representing the trade, the grain inspection departments, the Federal supervision departments, and representatives of the railroads; also with appeal boards where they existed, some of which were joint meetings, and others separate owing to conditions prevailing in each market. It was the desire of this Committee to arrange their conferences with the various interests in each market to suit wholly the convenience of the various interests.

Through the hearty co-operation of the members of the trade, the various inspection departments, the Railroad Administration and Federal supervision, the members of this Committee have had the opportunity to determine the actual conditions in the various markets, without which this survey would have been of very little value.

The purpose has been to consider all interests impartially and to afford all concerned the fullest opportunity to be heard.

The inspection departments of the markets visited, can be classified into two general heads; State Inspection Departments and those inspection departments operating under some local trade organization. Different conditions have been found to exist. Some of the inspection departments have found it more difficult than others to correctly apply the standards as now promulgated. This condition obtains for various reasons. Some departments are seriously handicapped by lack of sufficient efficient help and equipment, due to financial dependence on state appropriations. A few of the markets are handicapped seriously by the attitude, not of the individual inspectors, but of some of the heads of the departments, which attitude is an unwarranted antagonism to the Federal standards and Federal supervision. This antagonism develops an unwillingness on their part to correctly apply the standards to the best of their ability and this unwillingness to co-operate fully with Federal supervision leads to the non-uniformity which it is desirable to correct.

It has also been found that to a very small extent, this same antagonism and unwillingness to co-operate exists on the part of the trade. As a whole, however, the trade believes in high standards for grades.

It has been found that there is lack of uniformity of equipment in the various markets. Uniformity in grading can only be obtained by the use of uniform equipment and uniform use of this equipment.

Federal supervision is nothing more nor less than the enforcement of the Grain Standards Act.

The members of the trade have not co-operated with the supervision office to any great extent and it is recommended that any and all cases of errors or misgrading be called to the attention of the supervisors promptly, that they may have the opportunity to function properly.

It is recommended that in cases where the Bureau of Markets finds flagrant violation of inspection persisted in, action should be taken without hesitation.

It is recommended that adequate facilities including standard equipment and a suitable number of samplers and inspectors essential to the efficient inspection and handling of grain be maintained.

### SAMPLING

Efficient sampling is highly important. Much of the lack of uniformity in grading is directly traceable to incorrect sampling. Only men of experience should be permitted to draw samples, and when inexperienced men are being trained they should be directed personally by a competent instructor. All samplers should be men of natural ability and should be made to know that when they become proficient they will be in line for promotion to the work of inspecting. For the purpose of dividing responsibility, and of making each man feel the importance of his own work, all samplers should be licensed as inspectors are. The entire sample drawn from the car should be taken to the inspection office or mechanically divided at the car. That portion to be used for making a moisture test should be sealed at the car in an air-tight, moisture-proof container. During periods of heavy movement samplers should work holidays and Sundays.

### INSPECTION

Every inspection department should be financially self-supporting. Never should any portion of the funds collected by any inspection department be used to even assist in financing any other department of a trade organization or state, and never should any inspection department be dependent on appropriations of a legislature or allowances from any other department of a trade organization. Every inspection department should fully meet the needs of the market and the trade it serves. "Out" inspection fees should be in reasonable relation to "in" inspection fees, taking into consideration only the difference in the cost of service. Considering the field in general, it appears that a relation of one-fourth, one-third, or even one-half is not a reasonable relation. In many departments the practice of handling the work of re-inspection and appeals is needlessly cumbersome, in that the inspection is reviewed and reinspection made by an unnecessarily large number of agencies. This number should be reduced to an efficient minimum. An amendment of the Federal law that will permit appeals to be taken on interstate grain, would make it possible to correct this condition. On grain being handled at elevators it should be made possible for appeals to be taken and cars unloaded at once. This will reduce delay in the operation of elevators and delay in the release of cars. An authorized sampler should be made available to take samples promptly from such cars. Facility and efficiency in grading and general handling of grain will be increased if shippers will correctly advise receivers of the quality of grain shipped.

### CO-OPERATION

To insure prompt handling there must be a correct understanding of the plans and complete co-operation in carrying them out by both the inspection department and those in charge of the railroad yards. In grading there must be actual friendly relations between local inspectors and Federal supervisors. Their communications must be entirely free, frank and reciprocal. Each must be striving to be constructive and helpful to the other. The Bureau of Markets should be willing at all times to definitely indicate what equipment and what methods are considered necessary to secure uniformity, and inspection departments should always co-operate by using such equipment and following such methods. There is much of value in the exhibits and demonstrations which the Bureau is now making at state and county fairs, conventions of the trade and other public gatherings, and buyers and growers should co-operate in this work by availing themselves of the practical information to be had from this source and which will do much to bring about uniformity in the application of grain standards.

The Committee recognizes that one of the important elements in the handling of grain for inspection is the extent to which the carriers, inspection departments and the grain trade co-operate in expediting the movement of cars and avoiding terminal congestion. It is in the interest of the general public that cars be released as promptly as possible. The Committee was assured of this support by the railroad representatives at all of the points visited. Most of the transportation difficulties occur at the larger markets. Frequently cars are not placed where they are available for inspection. This not only results in serious delay, but also in demurrage disputes. The railroads should assign certain designated tracks as a "Grain Hold Yard," and so far as possible place all of the grain that arrives for inspection upon these designated tracks. During periods when there is an unusual rush of grain, it is a physical impossibility to place all cars on the designated tracks, making it necessary to hold some of the cars on other tracks, and where this is done the railroads should give the inspection department a location notice of the cars that cannot be placed on the designated tracks.

Where samplers cannot locate cars which are shown on a bulletin as having arrived and been placed for inspection, they should immediately advise the railroad of this fact and afford it opportunity to locate the cars, and have it placed without further delay. This action has already been taken at a number of the markets and has resulted in facilitating the movement of grain and eliminating a great many of the misunderstandings and disputes which constantly arose in the application of the carriers' demurrage tariffs.

The unification of terminals has made it possible for the carriers to adopt practices which have materially increased efficiency in the handling of grain, and it is the belief of the Committee that it would be to the interest of all concerned if these practices were continued, even though the railroad may be returned to private control.

Reinspection and appeal frequently results in serious delay to the movement of equipment, and the inspection departments should attempt to enforce the regulations in such a way as to reduce to the lowest minimum the necessity for reinspection or appeals, and when these are necessary, they should be handled in an expeditious manner, through the co-operation of the inspection department, trade, and carriers.

When terminals become congested, carriers find it necessary either to regulate the movement by embargoes or by a permit system. The inspection departments and trade can do their part in avoid-

ing and relieving these congestions by seeing that prompt inspection is made upon inbound and outbound cars, and by the giving of prompt disposition orders. When grades are determined in time for the market, there appears to be no good reason why disposition orders should not be given the railroads the same day, and wherever practicable railroads should provide some central location for the receipt of such orders, and should also arrange to have them promptly executed after receipt.

In order to establish and maintain an intimate contact with its own supervisors, with the inspection departments and with the trade in the great shipping and receiving territory of the Mississippi Valley and the Great Lakes region, the Office of Federal Grain Supervision located general field headquarters in Chicago about March 1 of the present year, which office is a branch of the Washington office. This arrangement brings the district supervisors and licensed inspectors in markets handling about 90 per cent of the receiving and shipping business of the country into overnight touch with the agency which is charged with the interpretation and application of the standards.

It is the duty of one division of field headquarters, known as the Board of Review, to interpret the standards, while it is the duty of the Division of Inspection Efficiency to secure an efficient application of the standards by disseminating the interpretations of the Board of Review through the division and district supervisors to the various inspection departments. Division supervisors are considered as belonging to the organization of general field headquarters, but for convenience in travel are located at various strategic points. These men are called into frequent conferences with the projects located in Chicago and it is their function to reflect the opinion of the interpretation and application to the various district offices in their respective divisions.

This Committee is of the belief, as a result of a personal examination into the facts, that the organization and procedure in the general field headquarters is practicable and efficient, that the officers in charge are in a position to know from day to day just how the various field supervisors and inspection departments and licensed inspectors are functioning, and further that the organization is in a position to secure maximum results in the proper application of the standards without an appreciable loss of time, thereby rendering the service to which the trade is entitled.

It is our observation that the personnel in the office referred to is imbued with a sense of its great responsibility and is intensely interested in the prompt and proper discharge of its duties, and that if full and complete co-operation between the trade, licensed inspectors and this office is developed most satisfactory results should be attained.

### CONCLUSION

From observation of the Committee in the conferences at the several markets visited, the sentiment of the greater part of the trade and greater number of inspection departments was that the United States grain standards, as now promulgated, were found practical and satisfactory where uniform methods and equipment were used in good faith. Practically no criticism was heard as to the corn grades, it being generally conceded that they were practical and satisfactory. It is considered unfortunate that the United States standard grades of wheat and the fixed prices that have prevailed the past two years have resulted in much criticism on the part of the trade in general, owing to the fixed discounts between the numerical grades of one to three, and discounts made by the United States Grain Corporation buying lower grades in the several primary markets where wheat was bought for storage. It is generally conceded by the trade that this criticism would be overcome under normal trading conditions. (As to the general handling of grain, the unification of railway terminals under the direction of terminal managers in the markets visited by the Committee has proven efficient and satisfactory to all interests.)

Uniform standards with uniform application and full co-operation on the part of all interests is necessary to bring desired results, and the Committee is of the opinion that more uniformity and satisfactory results can be obtained through Federal grain supervision, and that nothing stands in the way of the early attainment of such desired results excepting the failure or refusal of important interests to co-operate in the plan in the largest way.

In conclusion the Committee feels indebted to the trade interests, inspection departments, Federal supervisors, and railroad officials for the frankness in which information was given them during their visit to the markets without which the desired information could not have been obtained. The hospitality of the markets was highly appreciated by the Committee, and it is believed that the recommendations of the Committee made to the individual markets will be accepted in the same spirit of helpfulness in which they are offered.

## BATTLE CREEK HAS NEW MODERN ELEVATOR

In the very beginning, this is not an advertisement of Post Toasties. It is not an advertisement of anything as far as that is concerned, but the story of a new concrete grain elevator to furnish storage for the corn from which Post Toasties are made. Whoever has gone through the large plant of the Postum Cereal Company of Battle Creek, Mich., will have observed the large amount of grain consumed in the manufacture of the company's products. This must all be housed somewhere. Therefore, when the Postum company needed larger storage facilities they awarded the Macdonald Engineering Company of Chicago, Ill., the contract for the 400,000 bushel elevator and working house shown in our illustration.



NEW ELEVATOR OF THE POSTUM CEREAL COMPANY, BATTLE CREEK, MICHIGAN

The elevator rises to a height of 90 feet and includes nine bins each 26 feet 6 inches in diameter, four large interstice bins and 10 outside pocket bins. The workhouse has ground dimensions of 25x28 feet with height of 130 feet and contains three rectangular cleaner bins and four garner bins over the hopper scale. There is a 10-foot open basement under the entire structure, and an open well hole containing concrete stairs extends from the basement to the cupola. This is also served by a Humphrey Employee's Elevator, furnished by the Humphrey Elevator Company of Faribault, Minn.

The workhouse is connected with the old grain storage at basement and cupola. The cupola is served with two 30-inch belt conveyors and the basement by three 24-inch belt conveyors. The belts were furnished by the United States Rubber Company. The machinery equipment includes one 1,800-bushel Fairbanks-Morse Hopper Scale, one 2,200-bushel Eureka Cleaning Machine, one receiving, one lofter and one mill leg with a capacity of 6,000 bushels per hour each, and one drier leg with a capacity of 1,000 bushels per hour.

Grain is received from two tracks of the Michigan Central Railroad. It is spouted direct to a 2,800-bushel garner above the Ellis Drier from the drier leg, or from either of the three other legs. The drier is in a separate building and has a capacity of 750 bushels per hour. Grain is recovered from the drier by a screw conveyor to the drier leg or bypassed to a belt conveyor and thence to the three other legs. The elevator legs are run through bins containing grain in a concrete leg casing. A monitor over the storage tanks for conveyors is 28 feet wide and 9 feet high. General Electric Motors are used throughout the house.

The Webster Manufacturing Company of Tiffin, Ohio, supplied the conveying machinery and the Weller Manufacturing Company of Chicago, Ill., furnished the elevating machinery. The leg casings and spouting were supplied by the B. S. Constant Manufacturing Company of Bloomington, Ill., and the structural steel by Blaylock & Knapp of Chicago.

A feature of the tanks is the installation of the Zeleny Thermometer System for recording the temperature of the grain in the bins, and supplied by the Western Fire Appliance Works of Chicago.

---

NORTH DAKOTA is not going to wait until the state can build its own terminal elevators and flour mills. The Industrial Commission has instructed James A. McGovern of Bismarck to look around for two well located flour mills which can be leased or purchased by the state at once and used for part of the wheat crop this year. This is merely a temporary step however and will not interfere with the plans the Commission has made to build new elevators and mills.

THE AMERICAN ELEVATOR AND GRAIN TRADE

Published on the Fifteenth of Each Month
BY
**Mitchell Brothers Publishing Co.**

OFFICE:
Manhattan Building, 431 South Dearborn St.
CHICAGO, ILL.

A. J. MITCHELL.....Business Manager

*Subscription Price - - - - $1.00 per Year*
*English and Foreign Subscription 1.75 " "*

ADVERTISING.
This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.
We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

CHICAGO, ILL., JUNE 15, 1919

## ARE THE GRADES TOO TECHNICAL?

WHEN the market survey committee, whose report will be found on another page, met with the trade at Chicago, they encountered many objections to the grain grades as they are now interpreted and administered. Some of the specific objections were: That a difference of 2/10 of 1 per cent moisture should change a grade; that supervision was impossible at times of heavy receipts: that there is too little flexibility in the grading rules; that outbound inspectors are allowed to pass arbitrarily on the "appreciable quantity" of lower quality grain in vessel cargo that would affect the grade of the whole shipment; that the intrinsic value of the grain is often discounted by the rigidity of certain factors.

Shippers and receivers alike will agree that there is something to be said for every one of these objections. Complaints on grades certainly are no less frequent under Federal supervision than they were before, and in many cases the shippers who were most insistent for Government supervision would now be glad to return to the old system.

Two conclusions stand out: Shippers are beginning to realize that the chief occupation of the receivers, before the passage of the Grain Standards Act, was not to cheat them out of all the money they could, but rather to get for them the very highest value for their grain; and, second, that inflexible rules are difficult to impose on grain grown under such a wide variety of conditions as exist in this country. That a final adjustment of the grades will be effected no one seriously doubts and the adjustment will come the sooner in direct ratio as all handlers of grain work together carefully, intelligently and unselfishly, after normal conditions again prevail.

In the mean time the terms of the new agreement between the U. S. Wheat Director and grain dealers, clearly provide that every purchase of wheat at country stations shall be by grade. And this means the Federal grades as they are at present established whether you like them or not. It will be a rash dealer who tries to grade wheat, with the technicalities necessary to observe, without having a fairly complete equipment, moisture tester, dockage sieves, and testing bucket and scale at the very least.

## WAR BOARDS CONTROL RATES

BY THE Supreme Court decision of June 2, the Government agencies appointed to direct the national public utilities, railroads, telegraphs and telephones, are empowered to fix intrastate as well as interstate rates. Text of the decision in part will be found on another page.

The President was given charge of these utilities as a war emergency. During the emergency no one doubted the necessity of centralizing the authority and coordinating the operation of these agencies, but as in all but the formalities the war emergency is over, we are at a loss to see why decontrol should not be made immediately effective in telegraph and telephone lines, and for the railroads as soon as legislation can be passed to secure them from bankruptcy. The country has suffered long enough from the inefficiency of Government operation, and through its public utility commissions should again be given some restricting power in unwarranted charges. We never did care for the confusion of 48 rate making bodies like the state commissions, but there should be some body, responsible to the people, who can pass on rates, and if we needed an argument for the return of the railroads to private control, this decision furnishes it.

## WHY FOOD CONTROL?

FOOD control in England will cease about the middle of November, according to an announcement made recently in the House of Commons by George Roberts, the Food Controller. Thereafter the traffic in food stuffs, including grain, will be in the hands of the trade. We, in America, will be controlled for seven months longer. Why?

Mr. Hoover says that Europe will need a minimum of 700,000,000 bushels of wheat and rye. He estimates that Canada, Argentina, Australia and minor countries can supply 400,000,000, leaving from 300,000,000 to 450,000,000 bushels to come from this country.

The Government crop report for June gives a forecast of 1,236,000,000 bushels of wheat and 103,000,000 bushels of rye, with 232,000,000 bushels of barley, thrown in for good measure. Our consumption of wheat and rye will scarcely exceed 740,000,000 bushels, which will leave us about 600,000,000 to satisfy a possible export demand of 300,000,000 to 450,000,000. Do we need a wheat director to make the supply go round? Or is it the function of the wheat director to see that the Government does not lose that billion dollars which Congress in good faith appropriated to protect the farmers and to lower the cost of living for consumers? As it stands at present consumers will pay the billion and will not get cheaper bread, and because of the unnatural price demanded for this crop, our exporters will have a strong prejudice to overcome when they again try to establish relations with European buyers. The good will which would accrue to this country if we would supply cheap wheat to Europe now when their finances are in such a precarious condition, would be worth infinitely more to us than the bilion guaranteed fund. And do not forget that if the Government does not pay the guarantee and gain Europe's good will, the American consumers will pay it and get nothing in return but disappointment and disgust from abroad. Just why is the wheat director?

## WHEAT CONSUMPTION ABROAD

AN English authority on grain, H. N. Bathgate & Co., voices the opinion that should American wheat be thrown on the world market, its economic value would be found to be considerably less than $2.26, Chicago price. The belief is based on the assumption that Mr. Hoover's estimates of foreign requirements are wrong, because he made those estimates on the basis of pre-war consumption while it is their belief that wheat consumption will be less than before the war; that small land holders will try to live on their produce more than they ever have before.

If we can judge from the instant demand that arose for wheat when the armistice was signed, the view of H. N. Bathgate & Co. is open for criticism. Europe has been denied its usual wheat supply for over four years. It met the situation with fortitude and got along with inferior grains, but the experience convinced everyone, if conviction was necessary, that wheat is about the most palatable food for humans that they can find, and at prevailing prices is also about the cheapest. Without reference to the accuracy of Mr. Hoover's estimate, if this is the strongest objection to it we will back Mr. Hoover.

## GETTING ALONG

THIS issue completes our thirty-seventh year of continuous publication. No organization could keep in its field for so long a time unless it performed a service. We could point to some accomplishments, but will refrain. Suffice to say that we reach more readers and have more confidence of our advertisers than ever before. We know we have many friends. We hope we have a few enemies. The journal that never takes a step is the only one that never treads on anybody's toes.

We have no regrets for the past, but we

are not satisfied. The future stirs us toward a better, broader paper, a magazine that will belong to and be a part of the grain trade of the country. It is your paper, compiled for your benefit and not to serve any special interest or hobby. We have but one article of faith. We believe that every element in the grain trade from the producer to the consumer is equally dependent upon every other, and that any measure which works to the detriment of one element is injurious to all. No part of the trade can build up at the expense of another part. There must be understanding, trust, cooperation and goodwill from country station to final purchaser of grain, or a friction will be engendered that will retard the working of the entire machine. To aid as we may in making this ideal a fact, is our reason for being—*Salutamus.*

## SUN OR DRIER

ATTENTION has been drawn by many dealers to the similarity of the weather conditions this year and 1915, the year we produced our record wheat crop of 1,025,801,000 bushels. Oat and corn in 1915 were also enormous crop, but their poor condition probably left a more lasting impression than their size. There was more water shipped by rail in grain cars that year than flows over Niagara.

Should the conditions be continued through the season parallel to four years ago, the house that is equipped with a grain drier will have a great advantage over its less fortunate competitor. At that time there was a great demand for driers, greater than could be accommodated, for it is one of our commonest traits to put off action until the last minute, and four years ago many dealers who sadly needed a drier found that the eleventh hour order could not be filled. The course of wisdom would be to order now if there is a prospect of a need of a drier during the season.

## UNIFORM CONTRACTS

UNIFORM contracts, in spite of the years that have been spent upon them, seem to be as far from adoption as ever, in fact a great many in the trade feel that such a contract is impossible.

That a contract could be orded to fit all cases is obviously impossible, but one that would fit 90 per cent of the sales can and will be produced and generally accepted. The special cases, where unusual terms are involved, will have to be taken care of by themselves. This is not the crux upon which the difficulty hangs, however. There are in use many contracts with backs covered by terms and conditions, worked out and worded by lawyers who have a special gift in covering up their meaning with flood of words. Dealers have neither the time nor inclination to wade through this fine print on the back of the document which might put them at a decided disadvantage, and the use of these formidable documents should be discontinued.

But even more important than uniformity of contract, is the knowledge and observation of the trade rules. Almost every disagreement could be eliminated if confirmations were properly attended to and carefully checked against the original understanding. This is not a matter for collective action, but is squarely up to each individual. A large proportion of arbitration cases are filed simply because one or other party to the transaction in dispute is ignorant of the trade rule which clearly covers the case. Study the trade rules and the form of the contract will seem less important. But keep in mind one thing: Contracts which contain terms contrary to the rules must be fulfilled according to the document and not according to the rules. The contract has precedence every time.

# EDITORIAL MENTION

Wheat farm land in the last two years has gone up from 25 to 60 per cent in price. This indicates, of course, that farmers have been raising wheat at a loss.

Canadian experiment stations are working on a strain of wheat which, it is expected, will extend the wheat belt north by 100 miles. Two experts are working independently along different lines.

Country elevators are becoming more than a mere shipping station. They are now performing many of the functions formerly reserved to the terminals and are finding such services profitable.

The name of the Food Administration Grain Corporation has been changed to the United States Grain Corporation and the capital stock has been increased to $500,000,000 by order of the President.

One result of the war will be more and better grain storage facilities. The Atlantic port terminals have always been congested in the fall and now steps are on foot to remedy this prime cause of car shortage and embargo.

Mr. Barnes suggests that, because we hold more than 50 per cent of the supplies needed by Europe, therefore we could dictate the price. The price would not be made in Europe, but by the holders of the 300,000,000-bushel surplus.

North Dakota cities are all clamoring for elevators and mills. Soon the old-time political methods will begin to work in the nice new Socialist plans, and then—goodnight. Socialism never yet and never will get above the realm of theory.

Mr. Barnes at the New York meeting intimated that necessities of Europe may require shipment of wheat this year rather than of flour. The world flour trade is gradually opening up to private initiative and the domestic consumption this year will be far above last year, so the millers cannot seriously object if Europe is given opportunity to employ labor and save feed by milling its own flour.

The Minister of Agriculture in Canada has expressed himself as opposed to a fixed price for wheat this year. The growers of Alberta and Manitoba have also declared against fixed prices, but farmers in Saskatchewan favor them.

The Southeast presents the most likely region for a boom in elevator building. Experience has shown that wherever an elevator is built, providing a ready market for grain, an exportable surplus has almost immediately been developed.

With every monthly crop report the wheat storage problem becomes greater. Let us hope that the Railroad Administration is studying the problem so that wheat can be moved first from those territories that have no facilities for handling it.

Mr. Barnes complains that speculation is the cause of the wide fluctuation of the market. Does Mr. Barnes consider that most of the violent market changes have followed the rather spectacular pronouncement emanating from Mr. Hoover or himself?

Herbert Hoover reports that a steady flow of food is being maintained into Roumania, Armenia, Poland, Serbia, Czecho-Slovakia, and Finland. If the flow keeps up long enough and is of sufficient volume, our coming crop will not look so large after all.

Surveys show that Kansas will need 125,000 men from outside the state to harvest its wheat crop of nearly 220,000,000 bushels. Wages of from $5 to $8 per day are offered. A request was made to the Railroad Administration to allow a 1-cent fare for harvest hands, but the request was refused.

The greatest objection to returning the wheat trade to private interests is in the international finance problem. The Grain Corporation can arrange credits through the War Trade Board, while individuals would have to extend private credits that would swamp most of them.

If the figures compiled by shippers on the cost of handling wheat, presented at the St. Louis meeting last month, do not persuade the Grain Corporation that a fixed profit per bushel at country stations cannot be fixed with any degree of justice, there must be some serious obstruction on a one-track mind.

Why try the doubtful experiment of growing spring wheat in winter wheat territory when corn promises to bring greater returns even if the price isn't guaranteed. The corn millers seem to think there is danger of corn going higher than $2.26 next year. They wanted to limit the wheat acreage to prevent a meat famine next year.


C. W. URMSTON
Buffalo, N. Y.

# NEWS OF THE TERMINAL MARKETS


J. P. GRIFFIN
Chicago, Ill.

## ELECTION AT LITTLE ROCK

At the annual meeting of the Little Rock Grain Exchange, Little Rock, Ark., held late in May, Dan Daniels was re-elected president, Guy Williams, vice-president, and August Probst, secretary-treasurer. A Board of Directors was named consisting of Claude Burrow, F. K. Darragh, Hal Cochran, E. L. Farmer, and F. J. Weinman, the first three named to act as an Executive Committee. A banquet followed the election of officers.

## A. G. TYNG PASSES ON

The death of Alexander G. Tyng of Peoria, Ill., for years a prominent member of the Peoria Board of Trade, occurred at his home in that city June 6 of a septic heart attack. He had been a sufferer from this malady for the past three years.

Mr. Tyng's first venture in the grain business was as Tyng & Brotherson and about 20 years ago he formed a partnership with D. Hall as Tyng, Hall


A. G. TYNG

& Co., which endured up to the time of Mr. Hall's death, about a year ago. This house did a very large business in grain and occupied a prominent place on the Peoria market.

Mr. Tyng was president of the Peoria Board of Trade several times in the course of his career and a director for many years. In 1909 he was elected president of the Grain Dealers National Association at its meeting at Indianapolis, Ind., and during these years was very active in the work of that organization. The Peoria Board of Trade held only a 30 minute session on the Saturday morning following his death and a committee composed of C. C. Miles, T. A. Grier, Frank Baker, John Thode and H. H. Dewey drew up a suitable memorial to be inscribed on the Board's records.

## GRAIN AT BUFFALO

The demand for wheat from millers has been very dull for some weeks past. Scattered inquiries and sales here and there of winter and spring, but no pep in the market. No. 1 northern spring has been selling here at Government price of $2.52 f. o. b., and winter wheat about the same basis. Some winter wheat millers are getting anxious to unload some of their holdings, because of near approach to harvest. We look for big shipments of wheat to this market just as soon as new wheat begins to move, and Buffalo will be ready and in good shape to handle all the wheat that comes this way.

Arrivals of cash corn in this market continue very light. Consumptive demand slow, but sufficient to absorb the small daily arrivals.

Receipts of oats have been moderate, and fair sales are being made from day to day.

Nothing doing in rye with domestic millers. No. 2 rye quoted here at $1.48 in store, and very little inquiry except occasionally from exporters. Rye is a great deal cheaper than corn.—*Whitney & Gibson, Buffalo, N. Y., Market Letter of June* 10.

## CHANGE IN OAT GRADES

Effective June 16 the present grade of standard white oats on the Chicago market will be classified as No. 2 white oats, which will be the contract grade for delivery, with No. 3 white at 1½ cent discount. The charge was necessitated by the adoption of the new Federal inspection grades by the Illinois Public Utilities Commission. The change is so slight that there will be no new and old style trading.

## NEW GRAIN EXCHANGE AT WACO, TEX.

The Waco Grain Exchange has been organized at Waco, Tex. Officers elected were: President, B. E. Clement; vice president, W. W. Early; secretary, J. M. Haigler; treasurer, T. P. Duncan. The directors elected are: B. E. Clement, T. P. Duncan, C. C. Edwards, Waco; F. M. Duncan, Killeen; E. W. Crouch, McGregor. The new organization comes into existence with 20 charter members.

L. L. Mitchell of Oklahoma City was employed as chief inspector and has moved his family to Waco. He will enter upon his duties immediately.

Under the new Federal laws all grain moving under interstate traffic must be Federally inspected and graded, and for this reason it is expected that the Waco Grain Exchange will do a flourishing business with the very favorable prospects for grain in that territory. The grain trade of Waco is taking a great interest in the Exchange.

## STOCKS WELL CLEANED UP

The corn market here has been fair under light receipts and a better inquiry is noted the past week.

Values have been following Western quotations and the stocks here are well cleaned up at this time.

The demand for oats has been fairly constant and the cheap price of this grain has been a big factor in the demand. The high prices prevailing in the East for hay has caused heavy feeding of oats. No. 1 timothy hay is selling here on basis of $41.50 per ton and with oats slightly in excess of this cost, they have many friends.

The interior demand has been good for the past week and stocks of oats, in the elevators here, are rapidly decreasing.—*Harper Grain Company, Pittsburgh, Pa., Market Letter of June* 10.

## OUR EXPORT SURPLUS OF WHEAT

Europe will probably want more wheat than we can secure ships to export. Even if spring wheat gets a black eye before harvest, we will have a surplus exceeding 500,000,000. Our exports this season will be around 300,000,000. Our largest were 333,000,000 on the 1914 crop. World's ocean tonnage is slowly increasing but it may take two or three years to supply the demand for ships. Canada expects a crop of 333,000,000 which would give a surplus of 225,000,000. Argentina and Australia are also steady shippers. Russia will not be a factor next season. General Barnes says Europe will need from 410,000,000 to 460,000,000 of our wheat. Hoover recently estimated 470,000,000. We can ship that much and still have a carry-over above an average July, 1920.—*C. A. King & Co. of Toledo. From Special Market Report of June* 11.

## E. A. MOWREY

When the Hutchinson Board of Trade of Hutchinson, Kan., was established it secured as members all the reputable grain firms then doing business on that market. One of the most responsible of these houses was that of the Hutchinson Grain Company of which E. A. Mowrey is president and manager, with C. W. Colby, secretary. The firm was organized in 1911 by Mr. Mowrey, and Mr. Colby joined one year later.

Mr. Mowrey started in the grain business in 1900, operating country elevators in Kansas and has


E. A. MOWREY

built up a very extensive grain and hay commission business. He is also interested in the Hunter Milling Company at Hunter, Okla.

Mr. Mowrey left for France in December of last year and served as athletic secretary of the Y. M. C. A., with the 82nd Division, operating in the Verdun sector with headquarters at Pranthoy. He was also at Bordeaux. For five months he engaged in athletic and canteen work and was one of the 10,000 Y. M. C. A. secretaries who returned May 1 on the *S. S. Dakota* with the 14th Engineers.

Mr. Colby has charge of the office and has gained a full experience in all departments of the business. The company has its office in Room 801 Rorabaugh-Wiley Building.

## THE PEORIA MARKET

The receipts of corn have been fairly large the past few days and values show some decline, due mainly to the weakness in other markets. The bulk of the corn arriving here has been placed on contracts made some time ago and has been coming mostly from the West, there being very little

movement from Illinois. The industries are running heavily and have no surplus stocks on hand to speak of. Fresh selling on bids has fallen off considerably the last few days and we look for much lighter receipts after the present run is over. A reaction in prices will no doubt follow.

Receipts of oats have been moderate and there has been very little change in prices. The demand for this cereal has not been active. However, there have been quite a few worked from this market to go to Southern territory. Reports concerning the growing crop continue favorable.—*Mueller Grain Company, Peoria, Ill., Market Letter of June 10.*

## THREE CHICAGO CASH GRAIN SALESMEN

It is not ordinarily difficult to secure an interview from a member of the Chicago Board of Trade. All that is necessary is to know the time



THE MEN WHO HANDLE CASH GRAIN FOR LAMSON BROS. & CO., CHICAGO

the great man can receive you, adjust your business duties or arrangements to meet the exigency, keep the appointment and you may probably learn to your satisfaction the grain man's opinion on whether the cash grain business will be decimated by the trades flocking into the future business, now that commissions are $12.50 per 5,000 bushels, or whether a member will consider it a hardship to pay a fee of $6.25 for the same service he recently secured for half that figure.

Isaac F. Marcosson, who seems to be the established, or perhaps it would be better to say the successful interviewer for the *Saturday Evening Post*, might do well, following this analogy, to secure membership for the parties sought, in the London Corn Exchange. For he recently, in order to have a few moments talk with David Lloyd George, trailed the then Minister of Munitions down to Bristol and consumed valuable time while hearing a speech on the whole organization of the Ministry of Munitions and its relation to labor. Then, when he wished to interview James M. Barrie he had to threaten to run him down, whether in England, France, Ireland, Scotland, or Wales, before he could corral him for a short talk at the London Reform Club. The only man he found partially accessible was Viscount Northcliffe, who, being a journalist, became the interviewer.

The other day the editor of this department secured pictures and an interview with three Chicago cash grain men. The pictures speak loudly, the grain men talked scarcely at all. Perhaps it was because they were all very busy, but at that, the call was made at the time appointed. The three are the cash grain salesmen who handle the business of Lamson Bros. & Co. They are popular, energetic, and apparently sufficiently efficient to have built up the cash business of this old and well known house to such proportions as to find but little time available during business hours for the interviewer.

Frank J. Dolan, seen on the left in the picture, is a native of Illinois and gives all of his time to oats. Harry J. Rogers, center of the group, with many years' experience in the Chicago Exchange, is a well known specialist in corn. George E. Booth, on the right, is an Iowa product, works in wheat, rye and barley, and promotes the business. By giving private wire service to grain shippers in Illinois, Iowa, South Dakota, Nebraska, Missouri and Indiana and having cars handled when they arrive by these competent salesmen, Lamson Bros. & Co. have become one of the largest receiving houses in the Chicago market.

## NEW YORK PRODUCE EXCHANGE ELECTS OFFICERS

Edward Flash, Jr., will again head the New York Produce Exchange the coming year, having been reelected president of that body on June 2. Walter B. Pollock was elected vice-president and Edward R. Carhart, treasurer of the Exchange.

Board of Managers: L. W. Forbell of L. W. Forbell & Co.; H. R. Howser of the J. B. Howser Company; Lyndon Arnold of R. S. Barrie & Co.; W. A. Johns of Swift & Co.; L. B. Smull of J. H. Winchester & Co.; B. H. Wunder.

## AT MEMPHIS, TENN.

Walter M. Browne of Memphis, Tenn., reports June 11: There is a good demand here for gray shorts with very few to be had except at high prices. Gray shorts are offered to this market, at $50 to $53.

Wheat bran is being offered at $36 today. The demand for wheat bran is very light.

There is a very good demand for timothy and clover mixed hay and No. 1 timothy hay sold here today at $43.50. Clover mixed is worth about $2 less.

## NEW INSPECTION FEES

J. S. Hart, chief inspector of the Kansas Grain and Hay Inspection and Weighing Department, has published the following inspection and weighing fees effective June 1:

All inspections (including moisture tests)—90 cents per car. Reinspections—90 cents per car except where the grade is changed, in which case there is no charge. On direct transfers an "in" and "out" inspection will be made but on charge of 90 cents per car. Inspection of sacked grain—90 cents per car.

Weighing sacked grain—50 cents per car and 50 cents per car extra for counting and certifying to number of sacks in car and $1 extra to witness and certifying to weight of each car. Extra samples—25 cents each. Weighing grain out of public elevator, 50 cents per car. Weighing grain out of private industries, 50 cents per car. Weighing grain in elevators and mills, 50 cents per car.

Weighing all commodities at industries where the weighing fees will not pay for the service, 50 cents per car with an additional charge of 50 cents per hour for time actually consumed by weighmaster in performing such service. Weighing direct transfers, 50 cents per car.

## WILL MATERIAL UPTURNS BE MAINTAINED?

December 1919 corn now becomes the premier representative of the new corn crop. Range to June 12 $1.37½ to $1.44¼. About 20 per cent of the crop is considered late. There are estimates of a 6 per cent decrease in acreage. Liberal rains West and Southwest have apparently affected most crops moderately. U. S. rain spell now runs 45 to 65 days whereas England has a record 30 day hot weather drouth. Severe English crop damage is feared.

An irregular run of corn is figured during the summer months. U. S. wheat visible is down to 16,000,000 and it may be late September before the visible commences to rise. European food situation outside the English drouth looks much more favorable. Canadian crop news is mixed. An average American crop depreciation may be expected when the hot spells arrive but the general final results should be enormous.

The new wheat crop plan will evidently provide for a free market with a maximum in case the supplies do not meet world demand. New wheat plan apparently provides for just enough storage space for other grains to facilitate the movement of other grains. Argentina and Australia grain exports increase but are way below their pro rata size as compared with the surpluses.

In preparation for the 1919 near 900,000,000 winter wheat crop, the farms may ship in their oats, corn, etc. The chance of cheaper wheat and the size of the new corn and oats crops contribute to the influences in the September and December grains. Beyond—the economic living cost situation remains strained and the toleration of considerable upturns can be doubted.—*E. W. Wagner & Co., Chicago, Ill. Wagner Review of June 14.*

## A SUGGESTION TO TOLEDO'S GRAIN TRADE

There are without doubt, very many fans in the grain trade who are greatly interested in the Willard-Dempsey battle which is scheduled to take place at Toledo, Ohio, on July 4. But few of these fans, unfortunately, will be able to visit Camp Casino previous to the fight and see Champ Jess in action with his sparring partners, or witness Jack Dempsey deliver the preliminary wallops that on the great day of Independence may make and unmake a champion. They will therefore have no dope on the present champion's possibilities or the future aspirants chances.




THEY SAY JESS IS A BEAR

We suggest therefore that the Toledo grain trade in conjunction with the Produce Exchange appoint a committee or committees, as the case warrants, to attend the training quarters of each of the con-

testants and report, at suitable intervals, their findings to the grain trade. The proper study of the two gladiators at such close range should enable them to send a wire to the trade on July 3 giving the name of the positive winner of the fight. The grain trade fans can then place their bets early on the morning of July 4 before the battle takes place and win this startling coup. For the convenience of the committee it may be stated that our wire may be sent "collect."

## TERMINAL NOTES

James E. Bennett & Co. of Chicago, Ill., have opened an office in the Halliday Estate Building at Cairo, Ill.

E. W. Dennis has formed a connection with the grain department of Thompson & McKinnon of Chicago, Ill.

Henry Rang of the grain firm of Henry Rang & Co. of Chicago, has become a member of the Minneapolis Chamber of Commerce.

The Simonds-Shields-Lonsdale Grain Company of Kansas City, Mo., has closed its Milwaukee elevator in order to make needed repairs.

The McCaull-Webster Elevator Company of Minneapolis, Minn., has appointed John W. Bowers as manager of its elevator at Hawarden, Iowa.

Simons, Day & Co., of Chicago, opened an office at Montreal, Quebec on June 10, in Room 209 Board of Trade Building. K. G. Strachan is in charge.

A. A. Kemper of the Sheets Elevator Company of Cleveland, Ohio, spent several days at Winchester, Ind., recently with a committee of the National Hay Association.

F. E. Watkins, treasurer of the Cleveland Grain Company of Cleveland, Ohio, left home on June 2 with Mrs. Watkins on an extensive auto trip through the East.

The Bolle-Watson Company, Inc., grain receivers and exporters of New York, N. Y., have opened a branch office at Baltimore, Md., with Leonard C. Isbister in charge.

James A. Richardson, leading grain merchant of Winnipeg, Manitoba, was united in marriage in May at Belleville, Ont., to Muriel, only daughter of Mr. and Mrs. Mark Sprague.

The elevator and other property of the Borchert Malting Company, Milwaukee, Wis., has been purchased by J. M. Riebs, Jr., who will operate it in connection with the Riebs Elevator.

Thomas F. O'Meara, who has been connected with the grain trade of St. Louis, Mo., for the past 25 years, has formed a connection with the De Armond Grain Company of that city.

Frank P. Logan, for the past three years representative at Kansas City, Mo., of King, Farnum & Co. of Chicago, Ill., recently applied for membership on the Chicago Board of Trade.

The Curtiss Grain Corporation of Buffalo, N. Y., which lost its mill by fire in May, recently purchased the Nowak Milling Company's plant of that city for a reported consideration of $200,000.

C. M. Case, president of the Minneapolis Chamber of Commerce, appointed J. D. Lamb as a member of the Coarse Grains Closing Committee to fill the place made vacant by the death of W. G. Ainsworth.

John R. Rodgers of Richardson Bros., grain, flour and feed brokers of Philadelphia, Pa., was married May 28 to Miss Elsie I. Erb of Philadelphia. The newly married couple spent their honeymoon on the Atlantic Coast.

The Canada-Atlantic Grain Export Company, Inc., has been organized at New York City to deal in grain, cereals and allied products. Capital stock is $300,000 and incorporators are W. W. Clinch, R. M. McCauley and J. G. Moses.

The Moore-Seaver Grain Company of Kansas City, Mo., closed its K. E. S. Elevator on June 1 and are putting it in thorough repair for the new crop.

At a recent meeting of the Salina Board of secretary. J. Q. Lynch and E. C. Wyatt, members of the Board were appointed a committee to represented the Salina Board of Trade at a meeting in Whichita to consider a proposed affiliation of interior boards of trade.

The Marshall-Hall Grain Company of St. Louis, Mo., during the last week in May sent out the largest amount of wheat ever loaded on a barge of the Federal Barge Line, when No. 29 received 260,000 bushels from the Burlington Elevator.

The announcement is made that the Stacey Grain Company has been incorporated at Peoria, Ill., to deal in grain. Capital stock is $30,000 and the incorporators are: William Stacey, E. R. Murphy, Frank Walker, J. A. Peters and W. T. Eliff.

Walter F. Macneal, head of the grain and feed commission firm of W. F. Macneal & Co. of Baltimore, Md., celebrated the 25th anniversary of his marriage the last week in May by making a second honeymoon trip with his wife to Atlantic City.

The amendment to the rules, relative to commissions on grain for future delivery, voted on May 26 by members of the Chicago Board of Trade, carried by a majority vote of 154. Effective June 1 the commission was made ¼ cent per bushel or $12.50 on 5,000 bushels.

Mr. and Mrs. Blazy of the Star Elevator Company of Cleveland, Ohio, left that city with the Rotarians, the middle of June for an extended trip through the West. The itinerary will include Yellowstone Park, Salt Lake City, Grand Canyon and other points of interest.

Galbraith & Co., grain and hay dealers of Seattle, Wash., announce a new importing and exporting department in connection with their business. They will specialize more particularly in exports of hay and alfalfa. E. A. Webster is in charge of the new department.

The announcement is made that the Chicago Board of Trade, with the idea of stimulating an improved grain and forage production, has offered $10,000 in premiums to exhibitors of grain and hay at the International Live Stock Exposition at Chicago during the first week in December.

Gifford-Mathews Company of Cedar Rapids, Iowa, who recently purchased the elevator at Masonville, Iowa, formerly operated by William Behan, took possession June 1 and is making extensive repairs, including the installation of an automatic shipping scale and an electric motor for power in place of the gasoline engine.

Bridge & Leonard, of Chicago, Ill., have placed in charge of their grain department Harry S. Carroll, who is well known in the cash grain crowd and who was formerly associated with Lowell Hoit & Co. He will have as his assistant Captain C. G. Ellis, who has been associated with Bridge & Leonard for some time.

J. E. Heniken, one of the oldest grain inspectors in the United States, and who has been with the Grain and Hay Exchange of the Cleveland Chamber of Commerce, Cleveland, Ohio, for almost 20 years as grain inspector, is on the road to recovery from a serious illness which has kept him in bed for nearly six weeks.

The Board of Trade Fellowship Club of the Chicago Board of Trade elected the following officers on June 2: John Spellman, president; Will O'Brien, vice-president; William Fenton, secretary and treasurer. Directors: Arthur Weinert, T. Costello, A. J. Flynn, Jimmie O'Connell, George O'Connell.

Carl A. Houlton, wheat and rye salesman on the Omaha market for the Flanley Grain Company, has been appointed manager of the company's office at Milwaukee, Wis. H. T. Bickell, recently in charge of the Milwaukee office, has been transferred to Sioux City and will be connected with the Flanley Company office at that point.

The Northern Grain & Warehouse Company of Portland, Ore., a leading grain firm of the Pacific Coast, has secured George E. Newman as manager of their Chicago office in the Postal Telegraph Building. Mr. Newman has been with Rosenbaum Brothers of Chicago for the past 14 years and had been recently made manager of their Toledo office. He is an experienced grain man with very many friends in the trade.

The business of the Paine Commission Company of Duluth, Minn., has been taken over by H. S. Newell who will continue it under the same name. He will also act as the Duluth representative of Logan & Bryan of Chicago. Mr. Paine, it was announced, would go with Logan & Bryan at Chicago about June 15.

The Godfrey-Blanchard Grain Company of Minneapolis, Minn., has opened an office at Sioux City, Iowa, in charge of Edward C. Prescott and J. S. Eales, who were formerly with the Slaughter-Burke Grain Company of Sioux City. Mr. Eales has been in the grain business for 10 years and Mr. Prescott for seven years.

The Farmers Elevator Commission Company of Minneapolis, Minn., was recently organized to conduct a general grain commission business. The capital stock is $250,000 and incorporators are B. H. Larson, M. H. Roth, Fred R. Blake, John S. Tolversen, Bert Milligan, T. H. Flynn, W. H. Williams, H. C. Reed, Henry Heersema, S. L. Gilliland and C. A. Powell.

Frank E. Gulick, who has been associated with ReQua Brothers of Chicago for a number of years, has become the manager of the cash grain department of Adolph Kempner Company. Ed. Flemming, who has been representing ReQua Brothers on the road, has also gone with the Kempner house and will cover northern Iowa, southern Minnesota and South Dakota.

The Grain Receivers Association of the Milwaukee Chamber of Commerce, Milwaukee, Wis., held its annual election recently at which E. H. Hennke was chosen president of the Association, Walter Holstein, vice-president, A. L. Flanagan, secretary-treasurer. At the banquet which followed, Frank J. Delaney of Chicago, deliverey an address on the so-called rules covering "grain to arrive."

The W. L. Richeson Company, Inc., has been formed at New Orleans, La., to conduct an export freight brokerage, forwarding and general service business in all correlated lines, becoming actively operative July 1. W. L. Richeson is president of the company, recently manager of the New Orleans office of the Wheat Export Company, Inc., and prior thereto chief grain inspector and weighmaster of the New Orleans Board of Trade. The secretary-treasurer of the company is W. E. Whitehead, recent assistant manager of the New Orleans office of the Wheat Export Company, Inc., and prior to that, cashier and accountant Food Administration Grain Corporation at New Orleans. John B. Sanford is manager of the grain department. Mr. Sanford is late manager of the grain department of Jefferson D. Hardin, Jr., New Orleans, and previous to that was secretary to the New Orleans chief grain inspector and weighmaster. The manager of the cargo department is J. B. Donagan, late chief clerk New Orleans office of the Wheat Export Company, and prior thereto with the grain and cargo department of the J. H. W. Steele Company at New Orleans. George M. Leninger is manager of the sacked goods department. He was recently in charge of the sacked goods department of the Wheat Export Company, Inc., and before that was in charge of the import and export traffic at Stuyvesant Dock, New Orleans, operated by the Illinois Central Railroad.

---

THE weekly bulletin of the Grain Corporation of June 10 shows that: Receipts from farms, week ending May 30, 2,657,000 bushels wheat against 2,033,000 bushels a year ago.

Total stocks of wheat in country elevators, mills and terminal elevators as of May 30, 65,824,000 bushels wheat against 26,537,000 bushels a year ago, showing a decrease between May 23 and 30 of this year of 8,665,000 bushels against a decrease for the similar week a year ago of only 2,580,000 bushels.

Flour produced, week ending May 30, 2,071,000 barrels, against 1,283,000 barrels a year ago.

# TRADE NOTES

David Swain and Frank J. Creedon have taken over the sales in Nebraska of the Trapp Dumping System for the Trapp-Gohr-Donovan Company.

The Toledo Grain Drier Company of 25-29 Ontario Street, Toledo, Ohio, announces a saving proposition in their Toledo Grain Drier which will appeal to every grain dealer. They will be glad to furnish full information about this proposition to all interested parties.

Burntrager & Pinckney of Portland, Ore., announce that they have opened an office and warehouse as exclusive Western representatives of the XXth Century Mill Manufacturing Company and also agents of the Union Iron Works both of Decatur, Ill. The Portland firm's territory includes the Orient, China, Japan and Siberia which they will handle through a well known exporting and importing firm.

The Hess Warming & Ventilating Company of Chicago, Ill., is supplying the Illinois State Grain Inspection Department at Chicago with eight Official Brown Duvel Moisture Testers for gas, and six equipped with its new electric heating elements. They are all six flask testers equipped with pyrex glass flasks. A large order for glass ware and other accessories is a part of this equipment.

In Bulletin No. 36, just issued, the Clark Dust Collecting Company of Chicago, Ill., invites grain dealers everywhere to tell them their dust troubles. The bulletin shows one of the company's all metal dust collecting systems which can be used in any kind of dust, occupies small space and is durable and efficient. One hundred per cent efficiency is claimed by the Clark company for its systems and they advertise they make no charge for their expert consulting service.

The Morse Chain Company of Ithaca, N. Y., has published in pamphlet form an article on "Chain Drives" by J. S. White as a reprint from 1919 Year Book of the National Association of Cotton Manufacturers. It is fully illustrated by types of silent chain drives in textile mills, and power users will find the article very interesting and profitable reading. The Morse Chain Company has copies of the pamphlet which they will mail to any grain dealer on request.

The Standard Scale & Supply Company of 1631 Liberty Avenue, Pittsburgh, Pa., has been manufacturing scales for the grain trade for very many years. Therefore, what they say about weights bears the mark of authority and dependability. The company has a great deal to say about scales in their new scale catalog No. 88. A postal will bring the catalog to your desk and the probabilities are very strong that, being a user of scales, you will find therein very much that is both useful and interesting.

The subject is often discussed at grain conventions of paying the farmer for his grain according to its grade. By so doing, the elevator operator encourages the growing of better grain. It is ostensibly unfair also, to make no discrimination in buying from the farmer, between poor and good grain. The Manson Campbell & Sons Company of Detroit, Mich., provides the means for proper buying, in their Little Chatham Grader and Separator. It is made for office use and grades and separates all kinds of grain and mixtures. It will prove a valuable addition to every grain elevator owner's equipment.

The Zeleny Thermometer is now installed in the neighborhood of 100 of the largest storage elevators throughout the country, totalling over 2,000 bins and giving universal satisfaction. The smallest installation is in two bins and the largest in 282 bins. Very convincing testimony as to the merits of this thermometer system is set forth in fac-simile letters compiled and attractively bound in pamphlet form by the Western Fire Appliance Works, manufacturers of the system. Elevator owners write largely to the effect that the system is the most satisfactory proposition they ever had and are sure it saved many thousands of dollars both in avoiding loss of grain by heating and getting out of condition, and also by the saving of extra handling that would have to be done were the system not installed in the elevator. The bound volume of letters with other information about the Zeleny Thermometer will be mailed to any grain elevator or mill owner on request.

L. L. Gerstenberger, formerly sales manager of the Main Belting Company at Philadelphia, has recently been made assistant general sales manager of the Imperial Belting Company. He will be located at their general offices, Chicago. For the benefit of the many friends and business acquaintances of Charles G. Sherman, formerly manager of the Atlanta, Ga., branch of the Main Belting Company, it is announced that he is now connected with the Imperial Belting Company, Chicago, and will make their general offices his headquarters.

## DEPARTMENT OF AGRICULTURE LOSES TWO EXPERTS

Dispatches from Washington recently carried the news that Charles J. Brand, chief of the Bureau of Markets, has resigned his position with the Department of Agriculture to accept a position with a large fruit importing company. George Livingston is reported to be the man selected to succeed him.

The same dispatch also stated that Dr. J. W. T. Duvel, in charge of grain standardization, had also resigned to go into business with a private concern.

Mr. Brand and Dr. Duvel are better known to the grain trade than any men in the Department of Agriculture, unless it be Dr. Livingston who will succeed Mr. Brand. The hearings on the grain standards regulations have been conducted for the most part by Mr. Brand, who in this way has come in personal touch with the trade of the country. All who have attended these hearings have been favorably impressed by the force, fairness and ability of Mr. Brand.

Dr. Duvel has been in intimate relations with the trade ever since Federal grain standards have been agitated. His profound knowledge of grain under all conditions and his never failing courtesy and good nature have endeared him to the trade. Both men will be missed and the best wishes of all go with them to their new work.

In Dr. Livingston, the Bureau will have a worthy successor to Dr. Brand, as he has already established a high degree of confidence in his ability, integrity and sense of fairness.

## HEARINGS ON GRAIN WAREHOUSE REGULATIONS

Hearings on the proposed rules and regulations for grain warehouses under the United States Warehouse Act will be held in 15 cities from June 9 to July 5, with final hearings at Washington beginning July 10.

All hearings will be presided over by the chief of the Bureau of Markets or other representative of the Bureau.

The final hearings in Washington will be held in Room 411 at 1358 B Street, S. W., beginning at 10 A. M., July 10.

The places and dates of the field hearings are as follows: June 9, at 10 o'clock A. M., Grunewald Hotel, New Orleans, La.; June 11, at 10 o'clock A. M., Planters Hotel, St. Louis, Mo.; June 13, at 10 o'clock A. M., Sherman Hotel, Kansas City, Mo.; June 14, at 10 o'clock A. M., Fontanelle Hotel, Omaha., Neb.; June 17, at 10 o'clock A. M., Utah Hotel, Salt Lake City, Utah; June 18, at 10 o'clock A. M., Chamber of Commerce, San Francisco, Calif.; June 19, at 10 o'clock A. M., Owyhee Hotel, Boise, Idaho; June 21, at 10 o'clock A. M., Multnomah Hotel, Portland, Ore.; June 23, at 10 o'clock A. M., Chamber of Commerce, Seattle, Wash.; June 24, at 10 o'clock A. M., Chamber of Commerce, Spokane, Wash.; June 26, at 10 o'clock A. M., Park Hotel, Great Falls, Mont.; June 28, at 10 o'clock A. M., Commercial Club, Fargo, N. D.; July 1, at 10 o'clock A. M., Dyckman Hotel, Minneapolis, Minn.; July 3, at 10 o'clock A. M., Chamber of Commerce, Indianapolis, Ind.; July 5, at 10 o'clock A. M., Statler Hotel, Buffalo, N. Y.

## THE PASSING OF A FRIEND

When "Finis" is written in the book of life, there will be few indeed in the milling or mill machinery business who will have more men say, "He was my friend," than said it of Stephen J. McTiernan



STEPHEN J. McTIERNAN

when they learned of his death which occurred on May 20. Steve is gone, after a long fight against the cancer in his throat that finally proved too much for even his rugged strength, and many in the trade will feel that sense of personal loss which only the passing of a real friend and tried companion can bring.

Mr. McTiernan was born in Pittsburgh, Pa., and after his school days were spent in that city he came to Chicago and began work for Albert Dickinson. For many years he handled seed and grain, having been superintendent of some of the largest elevators in the West, most of the time being located in Chicago. Leaving the grain business, he was engaged for some time in building and remodeling elevators.

In 1900 he joined the sales staff of the Huntley Manufacturing Company with the West and Southwest as his field. At first located in the Chicago office, he later opened an office at St. Louis which he made his headquarters until December of 1916, when he returned to Chicago to take charge of the office there.

Mr. McTiernan became general sales manager for the Huntley company in October of 1917 and went to the home office at Silver Creek, N. Y., where he remained till death ended his busy, honorable career.

He leaves a widow and young son to mourn his loss. The body was brought to Chicago for interment, and he will rest in that city where he spent so many of his active years.

# Kansas Dealers Meet at Hutchinson

## Over 700 Kansas Dealers Make Twenty-Second Annual Convention Most Successful Meeting Ever Held

THE twenty-second annual meeting of the Kansas Grain Dealers Association held at Hutchinson, May 27 and 28, proved most interesting and enjoyable, and was the largest meeting in point of attendance ever held by the Association, there being over 700 grain dealers registered.

It was the first time Hutchinson had ever entertained the Kansas Grain Dealers and those of us who were not familiar with the true Western spirit of hospitality were given a treat long to be remembered.

Credit must be given to Secretary Smiley and the directors for the well planned program which was featured with addresses and action against the Nonpartisan, I. W. W. and Bolshevik movements in Kansas.

### OPENING SESSION

President J. B. McClure called the first session to order at 10 a. m., Tuesday, May 27. First on the program was the singing of "America" by the assembled dealers. This was followed by the invocation by Dr. Wilson, after which Judge O. C. Mallory delivered an address of welcome. A. L. Scott of Pittsburg, Kan., responded, assuring the visitors that Hutchinson is not so far away from the pioneer days as to have forgotten what true hospitality means.

### PRESIDENT McCLURE'S ADDRESS

President J. B. McClure then addressed the convention as follows:

The past two years have been two of the most strenuous ever known to the country elevator and grain trade. Some of you will remember when the Government fixed the price on wheat and it dropped from $2.80 per bushel to $2 a bushel almost in a night. Some of you were carrying an elevator full of wheat and were unable to get the wheat out of your elevator even if you had it sold, on account of car shortage.

These are some of the things that we grain men will remember as long as we are in the grain business and will look back upon them, some with a great deal of sorrow, others with a good deal of experience.

While this is true of the grain man, other lines of business were protected against such losses. The grain man has been the goat, but we took our loss cheerfully and considered it a patriotic duty.

We were forced from an unrestricted buying to a restricted control and told of the margins we would be permitted to buy on. Even the margins were so small that it was in some cases hard to make expenses. Yet not a murmur came from the patriotic hearts of the country elevator man so long as this was needed to help our brave, heroic boys win the war. But when the armistice was signed and there were no more patriotic speeches to be put out we then came to the conclusion that we should be permitted to have a living margin for profit on our business.

This Association during the past two years has done a great work to help the elevator man. We have more members than ever before. While there have been a few dropped out at times, most of them have returned to the ranks and many more have been added to the membership.

It is the duty of every elevator operator in Kansas to become a member of the Kansas Grain Dealers Association. This Association has kept in touch with all of the railroad issues, changes in freight rates, and all national affairs that pertain to the grain trade, and such has been given out through the bulletins of our faithful and efficient secretary, Mr. Smiley, who is always on the job.

The grain trade, as compared with many other activities, has been left out on the limb and has had a hard time to get off, but we are going to get off this year.

Some of us have lost on the field of battle, boys that have been very near and dear to us, and without a murmur, as that was our privilege and duty to our country, but at present, I do not see where it is our patriotic duty to stand idly by and permit any one man or half dozen men, to dictate the policy of our business. Kansas, producing one-fourth of all the wheat raised in the United States, has not even been permitted a member of any committee for advisory work or handling of the wheat of this country, until a few weeks ago, when your humble servant was asked by the president of the National Grain Dealers Association to serve on a committee to meet in New York. We Kansas grain men feel that if we can raise one-fourth of the wheat and dispose of it, it is nothing more than justice that we have a say so in the business.

Kansas has won in everything she has undertaken and the Kansas grain dealers are going to stand shoulder to shoulder in handling this year's crop, and have a profit. Our boys won this war by independent action. Turn back to the grain men the business as it was before the war, and they can, and will, handle it with less loss to the Government and better satisfaction to the people than it can possibly be directed by one individual that does not know what the grain men of Kansas have to contend with. Kansas grain men are patriotic through and through, but they are fighters to the death when they think they are being imposed upon.

While the Southwest have suffered in many ways, I am going to say of our zone manager, Mr. Piazzek, as I know him, that there is nothing he would leave undone that was in his power to do to make the handling of this, the greatest of all wheat crops, profitable as well as convenient, to the grain man and country elevator shipper.

I feel that this crop will be handled to the satisfaction of all. There has been organized what is known as the Southwest Grain Dealers League, which if properly handled, is worthy of our consideration. Its object is to bring the hard wheat dealers closer together and will work a mutual benefit for all. The past year has shown that there has been more arbitration cases than ever before and in my judgment, it would be well if we had two arbitration committees instead of only one, these committees to come from different parts of the state, thus avoiding a great traveling expense.

I wish to commend most heartily the faithful and efficient work that has been done by the Arbitration Committee. They have spared neither time nor energy to go into every individual case and give it the merits it deserves.

We have something to be thankful for at the close of this year. One year ago when we met and assembled around the banquet table and partook of the war dinner and the hospitality of the Board of Trade at Topeka, there were upon the service flag 56 blue stars. Not all of these boys went over seas, but many of them did and today I am pleased to say that there is not a gold star on the banner. They have all been returned to us, for which we are thankful indeed.

I would not feel that I would be justified in closing this address today, if I did not express a most hearty appreciation of my co-workers, the Arbitration Committee and the Board of Directors, who have always been faithful and ready to take their part of the responsibility. And last but not least, is our secretary, E. J. Smiley, who for a period of 22 years has served us faithfully and whom I have always found ready and anxious to do whatever he thought was best for the grain trade of this great commonwealth.



E. BOSSEMEYER, JR., SUPERIOR, NEB.
President-Elect, Kansas Grain Dealers Association

### SECRETARY'S REPORT

This was followed by Secretary Smiley's annual report, in part as follows:

When we last assembled in annual meeting, May 28 and 29, 1918, our country was in a state of war, and be it to the everlasting credit of the country elevator owner and operator, that he accepted the mandates of the Grain Corporation, Food Administration, Federal Trade Bureau, and spent nearly all of his time in making reports demanded by these several bureaus permitted to exist by an act of Congress. During this period all of us accepted the situation without protest, being glad to offer all assistance within our power to bring the war to a successful close.

Conditions are now changed. The war is over. This being the case, we are all interested in knowing at the earliest possible moment, whether we will be compelled to work under the restrictions imposed by the different bureaus, located in Washington, in handling the 1919 wheat crop.

We believe that the present generation will never forget the experiment of Government supervision and this Utopian dream will always be a nightmare to them. At the present time, Government regulation is the whole works. To what extent is Government regulation to be retained, and to what extent discarded? These are pressing questions.

#### Bureau of Markets

This is one branch of the Government that we believe renders less service for the money expended than other branches. To the Bureau of Markets was delegated the authority to establish uniform grades for grain. We have had uniform grades established by this Bureau and I believe I am safe in saying that we are further from uniform inspection than ever before in the history of the grain trade. The principal reason is that there is *too much red tape and too many technical rulings.*

I believe that every dealer present here today could cite me many instances of grades being changed on grain by different inspectors at different markets, where there was no change in the quality of the grain. To show conclusively the extent to which red-tape is used by the Bureau of Markets, I desire to cite you one instance of the shipment of grain originating at a Kansas point, shipped to Los Angeles, California. During the month of August, 1918, a concern located on the Central Branch of the Missouri Pacific sold a car of wheat, through a Salina house, as No. 4 grade, destination terms. The shipper loaded this car with 54-pound hard wheat, and billed same to Los Angeles. Same was not inspected in transit. Upon arrival at destination, the inspector secured sample from the car and issued the certificate showing the grade to be No. 4, dockage 3 per cent, consisting of broken kernels.

The shipper received the account sale, about 60 days after the shipment was made. He noticed that the certificate showed dockage of 3 per cent, consisting of broken kernels and immediately wrote our office for information as to whether cracked wheat should be assessed as dockage. In reply, we quoted him from the Bu- of Markets rules, effective July 15, 1918, determining reau of Markets rules, effective July 15, 1918, determining dockage. Under this rule, cracked wheat would not chief of the Bureau of Markets to instruct the inspector at Los Angeles to issue another certificate in lieu of the certificate issued, as the receiver had advised that he would reimburse the shipper for the amount of the dockage on presentation of another certificate.

The chief replied to our letter stating that the inspector at Los Angeles had erred in assessing dockage, but inasmuch as the shipper had not exercised his right of appeal within the required 48 hours, as provided in their rulings, he had no recourse. We respectfully called his attention to the fact that it was over 60 days from the time the shipment was made until the account sale was received, and that it was absolutely impossible for the shipper to appeal within 48 hours.

As a final result of considerable correspondence, the Chief of the Bureau of Markets advised that a hearing had been arranged to take evidence to show whether the inspector had erred. This hearing was arranged for at Salina on the 9th of January. A wise man from the East, representing the Bureau of Markets, had charge of the hearing. A court stenographer was employed to transcribe the evidence taken. The shipper testified as to the facts in the case as above stated. At the close of the hearing in Salina, the representative of the Bureau of Markets, stated that a hearing would be held in Los Angeles in due time in order to take testimony at that point. The total amount involved was $126.80. We estimated the expenditures in connection with this hearing at least $2,500. At the time this is written, no decision has reached us or the shipper. This is a fair example of the red-tape methods adopted by the Bureau of Markets.

Vast sums of money are appropriated each year for the maintenance of this Bureau. At the last session of Congress, the Agricultural Department, of which the Bureau of Markets is a part, asked for an appropriation of between $35,000,000 and $40,000,000; $11,712,000 was asked for in bulk without knowing what the money was to be used for. One of the items mentioned, in the appropriation, was for $82,000 for teaching the housewife how to make cottage cheese. Some $2,136,000 of the Appropriation Bill for the Department of Agriculture, was to be set aside for the use of the Bureau of Markets. We believe that if an investigation were made by Congress that we would find that a great amount of money has and is being wasted in experiments that have no value.

#### Department for Collection of Loss and Damage Claims

Since the refusal of the freight claim agents of the different lines operating in Kansas to give favorable consideration to claims filed, since Order No. 57 was promulgated, we have succeeded in securing whole or partial payment of a number of rejected claims sent us for collection. We have found also that claims having real merit were returned by freight claim agents and refused on some flimsy excuse and that a number of shippers consigned these papers to the waste-basket, and tried to forget about them. We believe that a claim bureau, properly conducted in connection with the secretary's office, will mean a saving of thousands of dollars to shippers in claims declined by the claim agents that have merit and could be collected. This question comes up for consideration during our meeting here. Should the members of this Association favor this plan, we are now in a position to secure the services of an experienced man having had a number of years' experience in the Claim Department of the Santa Fe. We believe him to be thoroughly competent to handle all classes of claims. We believe that the expenes of maintaining this bureau in connection with the secretary's office can be accomplished for 15 per cent of the amount of the claims collected, provided a majority of our members are willing to turn over all of their claims to this department. We would favor confining this department to the members of this Association.

#### Handling the 1919 Wheat Crop

At no time since the President's proclamation of August 10, 1917, have grain dealers been at such a disagreement on any questions as they have on the disposal of the 1919 wheat crop. Numerous plans have been considered and some submitted to Mr. Barnes but at this time he has not given out any word that he has decided upon any plan. Mr. Piazzek, vice-president of the Grain Corporation and zone manager of this zone, will be with us tomorrow evening and it is probable that he will be in a position to give some definite information.

The question of cost will be considered at a meeting to be held tonight at 8 o'clock. If present crop prospect is maintained until the harvest, Kansas will produce 200,000,000 bushels of wheat and practically all of this wheat must be handled through the 1,150 elevators in the state. Unless there is some inducement offered the farmer to hold his wheat in the stack, or in the bin on the farm, in the way of storage charges, they will want to market it as soon as threshed in order to avoid extra cost in handling more than once and the shrinkage and waste in double handling.

There is no doubt but what the storage facilities of the country will be filled to overflowing inside of 60 days after threshing commences. The country elevator must insist on being allowed a reasonable storage charge for holding this wheat until such time as the Grain Corporation finds an outlet for the accumulated surplus. If this is not done, can you afford to take the risk of filling up your house with high priced wheat, paying interest on money and insurance, etc. We think not.

Unless the Grain Corporation sees fit to allow 1/15 of a cent per bushel per day for the service, you should refuse to purchase any wheat from the farmer at the guaranteed price. If the farmer wants to deliver his wheat, take it in, give him a receipt, and as soon as you are able to ship it out, and dispose of it, pay him for it. The farmer cannot consistently ask

you to perform a service at a loss and we believe that he will readily realize that your refusal to purchase it when you have no assurance that you can ship it out, and dispose of it on delivery, should convince him that you are in no way to blame for the situation.

**Premium for First Movement of Wheat**

It is not only possible, but probable, that owing to the demand for first movement of new wheat crop between the miller of the Northwest and the interior mills, that premium over the Government guaranteed price will be offered. If this is the case, it will be short lived, and I wish to caution every dealer not to take any chances by paying above the guaranteed price, unless he has equipment on side track at the time purchase is made. From the experience some dealers had in 1917, and again in 1918, they will avoid payment of any premium above the guaranteed price.

**Local Meetings**

During the coming month, we will arrange to call and attend local meetings throughout the state. Meetings will be held at the following points: Topeka, Iola, Joplin, Mo., Coldwater, Dodge City, Salina, Downs, Phillipsburg, Superior, Neb., Marysville, and a joint meeting of the Kansas-Missouri dealers will be held in St. Joe. We believe that all dealers appreciate the importance of these local meetings. It gives the dealers an opportunity of discussing local conditions, and becoming better acquainted with their competitors. We expect that before these meetings are called, Mr. Barnes, president of the Grain Corporation, will have announced full plans for handling the 1919 wheat crop, and it certainly behooves every elevator owner and operator to make it a point to attend at the local meeting called in his district.

I trust that every elevator owner and operator in the state will fully realize that the present year is no time for cut-throat competition. Speculation in wheat has been entirely eliminated, and there is no possibility of your adding to your profits by this means. If your competitor insists on paying more than grain is worth, let him have it, as it will only be a matter of a short time until his elevator is filled to overflowing, and he will be unable to make further purchases, and you will have the happy satisfaction of handling your grain with a fair and reasonable margin of profits. If the present wheat prospect is maintained until the harvest, there will be sufficient business to keep every elevator busy until June 1, 1920.

The chair then appointed the following committees: Resolutions—H. Work, Clarence Laird, C. D. Jennings; Auditing—E. L. Brown, R. W. Dockstader and J. A. Lyons.

James Robinson, of Potter, Kan., addressed the convention on "What We May Expect in the Future," in which he pointed out the unfairness with which the Kansas trade had been treated by the Government in the past and predicted that the future had nothing better in store as long as the grain trade was so entirely controlled by the Government.

Chester L. Weekes of Atchison, Kan., followed with an address on "Co-operation," in which he urged the grain dealers to get the farmers' confidence, to discuss with him the handling of good seeds, condition of the soil and other matters of interest to the farmer. Mr. Weekes pointed out that co-operation won the war and that organization was necessary to success. He urged that the shipper get in closer touch with the live commission men at terminal markets, that he be frank and inform his commission merchant the true contents of the cars shipped so as to assist in getting proper gradings.

T. L. Hoffman of Wichita, explained the purpose of the Southwestern Grain Dealers League, stating that it was organized to solve the problems confronting the dealers in Texas, Oklahoma and Kansas which are purely local, such as the question whether a differential in the price of wheat of the 1919 crop should be made in order to facilitate the movement of export grain through Galveston and the Gulf ports. The purpose of the League, Mr. Hoffman emphasized, is not to antagonize the state or national organizations, but to help solve purely local problems. Members of the state associations and interior Boards of Trade are eligible. It is intended that the League perform substantially the same service the Southwest Millers League renders its members. The League will handle traffic problems, take up cases before railroad officials which when presented collectively will have greater force than when taken up individually.

On motion a committee was appointed to petition Congress to investigate the Bureau of Markets. This consisted of A. H. Bennett of Topeka, H. R. Strong and E. J. Smiley. The petition was to be 10 feet long and contain the names of all Kansas grain dealers.

## TUESDAY AFTERNOON SESSION

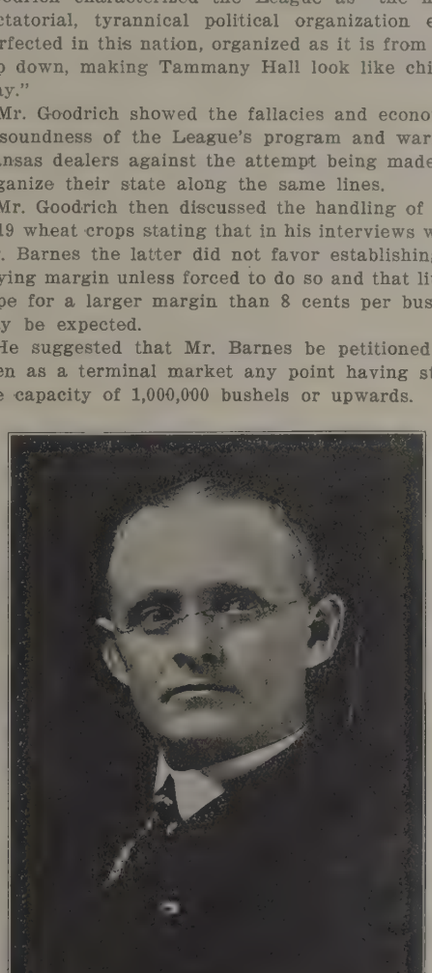
P. E. Goodrich of Winchester, Ind., president of the Grain Dealers National Association, addressed the meeting on the Nonpartisan movement and its dangers.

Mr. Goodrich gave a brief resume of some of the old and nearly forgotten political movements and a short account of the organization of the present Nonpartisan League. According to Mr. Goodrich, A. C. Townley, head of the League, has boundless ambition and fully expects to eventually control or dominate both political parties in the agricultural states, and with this hold the balance of power thus controlling the country. Mr. Goodrich characterized the League as "the most dictatorial, tyrannical political organization ever perfected in this nation, organized as it is from the top down, making Tammany Hall look like child's play."

Mr. Goodrich showed the fallacies and economic unsoundness of the League's program and warned Kansas dealers against the attempt being made to organize their state along the same lines.

Mr. Goodrich then discussed the handling of the 1919 wheat crops stating that in his interviews with Mr. Barnes the latter did not favor establishing a buying margin unless forced to do so and that little hope for a larger margin than 8 cents per bushel may be expected.

He suggested that Mr. Barnes be petitioned to open as a terminal market any point having storage capacity of 1,000,000 bushels or upwards. He



SECRETARY E. J. SMILEY

advocated that the price to the farmer be advanced from month to month in order to include the storage price. This will give the farmer, dealer and terminal markets all the same compensation.

Mr. Goodrich approved of the new Uniform Bill of Lading which calls for settlement of claims according to the replacement value of the grain instead of the value at time of shipment.

C. C. Isely, Cimarron, Kan., addressed the convention, choosing for his subject "The Wooden Horse at the Gates of Troy." He likened this to the deceptions and lies used today by the Bolsheviks of Russia and the Nonpartisan League in Kansas and other states to deceive the people and bring ruin to our institutions and our country.

He urged the grain men of Kansas to look under the cover of the Nonpartisan League and put the facts before the people before it is too late.

This was followed by a straight-from-the-shoulder address by Phil E. Zimmerman, Field Secretary of the Kansas Anti-Bolsheviki Campaign on

## BOLSHEVISM IN AMERICA

During the period of hostilities we called it German propaganda. Now we hear only of Bolshevik propaganda. A skunk smells no different when called a civit cat.

The Hun invented poison gas, with which he hoped to destroy his enemies. He invented Socialism for the same purpose. Of the two weapons, he has found the latter to be by far the deadlier.

Your Marxian socialist decrees that your land, your property, your chattels, your wives, daughters and sweethearts shall be socialized, or made the common property of the low, the vulgar, the ungodly, the shiftless.

**What Bolshevism Is**

Bolshevism is Marxian Socialism in action. Henry Hyde, in the *Chicago Tribune* summarizes Bolshevism as follows: "Bolshevism means that church, home, state, school, and all institutions that we call civilized shall be destroyed; that banks shall be looted of all cash, and all debts, public and private, shall be repudiated; that marriage shall be outlawed and free love the rule. The government maintains itself absolutely by terror. They got into power by promising the people peace, bread, and land. They kept in power by owning machine guns and using them."

I prefer to think of Bolshevism as lunacy with whiskers on it; as government of the long-haired, for the long-eared, by machine gun; as autocracy inverted, as autocracy with its head in the mud, and kicking everything within reach into smithereens.

For Bolshevism is merely a war of the Have Nots on the Haves; it is government based purely on class hatred. Trotsky and Lenin are past masters in the art of creating class hatred and fanning it into flame. After getting control of that great country in the manner described by Henry Hyde, the Bolshevik inaugurated a reign of terror, taking forcible possession of the land, factories, stores and other industries, in many cases executing the rightful proprietor. Even at this time, the executions average nearly 1,000 persons daily; and 80,000 per month. Any person suspected of having bathed recently or of ever having worn a white collar, is a candidate for the stone wall.

Of course, none of these beautiful adjuncts of the "brotherhood of man" idea were mentioned in Trotsky's prospectus. One needed only to prove that he was unwashed, join the Bolsheviki, and presto! the millenium!

Trotsky is the champion abolitionist of all time; for having abolished national honor and credit, constitutional government, private ownership, marriage, the church, and war, and still not being content, he abolished peace.

Which leads one to conclude that Bolshevism is a sort of a cosmic bellyache superinduced by an overindulgence in quack nostrums. Some folks in America get the symptoms from eating cucumbers; others read The Nation, New Republic, the Appeal to Reason and the Hearst publications.

And considering the manner in which the Russian women have been "socialized," or made the common property of Trotsky's bewhiskered brutes, I'll say without fear of contradiction that the Bolshevik is the jackass of the human race, having no pride of ancestry nor hope of posterity.

But despite the fact that the record of Bolshevism in Russia is the most nauseous page in all human history, thanks to the foresight of the German General Staff, it has strong advocates in America. In the United States alone, the newspapers and magazines that are putting over the Bolshevik propaganda, have a combined circulation of 52,000,000 copies per month. William Randolph Hearst, intimate friend of Bolo Pasha and Bernstorff, and who wrote the inflammatory editorial that resulted in the assassination of William McKinley, and who owns the biggest string of yellow journals in captivity, demands that the Allies recognize the Bolsheviki. He describes Bolshevism as: "The purest democracy in Europe; the purest democracy in the world."

**Bolshevism a Present Danger in America**

But some say that we are in no danger of Bolshevism in America; that we "are too intelligent." Listen! The man who says that is himself the greatest source of danger. He's merely a blatant, unthinking, long-eared ass. For if intellectuality cuts any ice, there would be no Bolshevism in Germany today. The reverse is true.

The mere fact that over 5 per cent of our people *now* subscribe to the theory of Bolshevism, shows up our self-satisfied friend as a poor guesser.

Bolshevism was conceived in America, born in Germany; was nurtured and grew to maturity in Russia. And it is an immutable law of nature that "chickens always come home to roost."

And were I to suggest that Bolshevism was actually incubated in the Sunflower State, there is not a mother's son of you who could prove anything to the contrary. For at the time when Leon Trotsky (alias Lober Bronstein) was contributing editor of the *Appeal to Reason*, many of those characters who are now most actively supporting the Bolsheviki, were either officially connected with the *Appeal*, or had official connection with the People's College at Fort Scott. Among these being Arthur LeSueur, the would-be Trotsky of America and who is also executive secretary of the esteemed Nonpartisan League; Fred Warren, Geo. Brewer, Kate O'Hare, Marian Wharton, Gene Debs, Frank P. Walsh, Alva A. George, and others of their ilk.

Have you read any of the text books of the I. W. W.? If so, you will know just where Trotsky got his inspiration.

Isaac Woorgaft, a young Russian lieutenant who was an aide on Kerensky's staff, who fought against the Germans and the Bolsheviki, and who was also in the intelligence department, recently told me that the original Bolsheviki, almost to a man, were American I. W. W.'s enroute to Russia for revolutionary purposes. And he was not the only one checking them.

**The Nonpartisan League**

In the meanwhile, the I. W. W.'s were allowing no grass to grow under their feet in America. Camouflaged under the high-sounding name, "The Nonpartisan League," certain I. W. W. and revolutionary socialist soapboxers successfully organized 300,000 American farmers, with a total voting strength of 1,000,000. The League completely controls one state and was a factor in the fall election in twelve others.

Through Walter Neff, who is undoubtedly one of the cleverest of the German military officers, the I. W. W. successfully organized the unorganized labor of America, tying up airplane production for a year, terrorizing the wheat raising section, and seriously hampering our marine service.

And co-operating with the agitators of the Nonpartisan League, the I. W. W. undermined the American Federation of Labor, weaning away half of Gompers' following.

In George Washington's incomparable farewell address, he warned us of the potential mischievous possibilities of "a small but artful and enterprising minority." Townley and LeSueur have read that address. They are likewise familiar with the dexterity with which their friend Trotsky manipulated a small minority in Russia.

So at a great meeting recently held in Chicago, under the hypnotic eloquence of Lynn J. Frazier, the Nonpartisan League Governor of North Dakota, Townley's League farmers and Walter Neff's laborers were amalgamated into one grand organization called, "The Labor Union League." In less than 10 days thereafter, Townley's agitators organized Labor Union Leagues in Topeka and other Kansas towns.

**Amalgamation of Radical Organizations**

And through the uncanny foresight of Townley, D. C. Coates, his most trusted lieutenant, was made manager of "The New National Party," with head-

quarters at Chicago. This party consists of ex-Progressives, parlor Bolsheviki and nut sundae Socialists.

And for further proof that there is method in the madness of Messrs. LeSueur, Townley, Trotsky and Haywood, I call your attention to an advertisement which appeared recently in "Nation" (a high brow Bolshevik magazine published by Oswald Garrison Villard). This ad calls a mass meeting to be held in New York for the purpose of "amalgamating" the various radical organizations, such as the I. W. W., Nonpartisan League, The Labor Union League, The New National Party and the Socialist Party.

This amalgamation is the next to the last step in the process of bringing about a Bolshevik condition in America.

What is the next step? you may ask!

The universal strike, with all industries called out.

Then the revolution!

But is such a strike in contemplation?

Listen! Did any Socialist ever write a letter that did not wind up, "Yours, for *The Revolution*?"

Did any Socialist literature ever fail to refer with emphasis to *"The Revolution"*?

On August 28, 1918, Tom Mooney was sentenced to death for the murder, by bombing, of 10 persons in a preparedness day parade in San Francisco. He may or may not be guilty. I concede to him the benefit of any doubt.

Leon Trotsky immediately informed President Wilson that if Tom were executed, David R. Francis, the American ambassador, would be hung in retaliation. The President interceded with Gov. Stephens in Mooney's behalf, and secured the commutation of Mooney's sentence to life imprisonment. But Trotsky considered this insufficient. Consequently, a nation-wide strike, involving all industries, has been called for July 4, 1919.

### The Proposed Nation-wide Strike

The stage is set; the scenery arranged; and the actors are rehearsing their parts, as indicated by recent disturbances at Butte, Lawrence, Mass., Paterson, N. J., and Seattle, Wash. But the great dress rehearsal is billed for the Fourth of July.

If such a strike can be called and sustained for 30 days, we will have just such an orgy of anarchy and bloodshed as they are now enjoying in Russia.

Is such a strike possible?

I say emphatically, Yes!

Is such an eventuality probable?

There are two answers:

Not if the laborers of America listen to Sam Gompers; disciple of despair from rocking the boat; not if you emulate the example of lion-hearted Ole Hanson, of Seattle, who taught America how to treat with the Bolsheviki.

It is strictly up to you! You can have Bolshevism if you want it, through the simple expedient of folding your arms serenely and assuming an "I should worry" attitude when you know that the I. W. W. and Townley agitators are in your midst, beguiling your farmers into joining the Nonpartisan League and organizing Labor Union Leagues right under your very noses.

### What Townley Has Done in North Dakota

There isn't a person within my hearing who hasn't had access to the disquieting news from North Dakota. If you are not alarmed over the situation that menaces Kansas, it is solely because you have failed to avail yourselves of the information that was so easily accessible; all the daily papers having recently reported the progress of the Socialistic legislature in that benighted state. The North Dakota farmers went into politics in order to secure a long desired state-owned elevator. They merely asked for bread, but Townley gave them a stone. He has 'em biting granite at this moment.

Instead of merely a state owned elevator, Townley has crammed state Socialism, in its virulent form, down their throats. The budget of the recent Kansas legislature was under $75,000,000. But in North Dakota, a virgin state, with a half million population, and not an industrial center, the recent Townley legislature didn't even stop at $135,000,000. Of course, this will take care of the state-owned mills, elevators, packing houses, warehouses, creameries, rural credit banks, central state bank, coal mines, oil wells, subsidizing the Townley newspapers, and paying the hail and fire insurance.

Socialist school teachers and text books are also provided for, also other Socialist vagaries. The state valuation for taxation purposes was raised from $403,000,000 to $1,240,000,000, and the levy remains the same. This raises the taxation on farms 350 per cent, livestock 250 per cent and bank stock 500 per cent; other property in proportion.

Of course, you have all heard of Townley's chain store proposition, the clever schemes through which he separated the Dakota farmers and workers from $2,000,000 in a comparatively short length of time, giving them absolutely nothing in return but the privilege of purchasing merchandise from him for a period of 10 years; after which they are obliged to put up additional millions for another 10-year "privilege."

You have also, no doubt, heard of Townley's $1,000,000 League exchange, which was financed by the farmers, but which Townley owns. Also his string of banks. You've certainly read the romantic story of Townley's $70,000 wheat raising episode at Cheyenne Wells, Colo., and his spectacular $400,000.00 flax-king venture at Beach, N. D. You are surely familiar with his $100,000 automobile deal, and his $325,000 venture in the publishing business!

And running true to form, all these Townley enterprises will now be converted into "state-owned industries," and at figures highly satisfactory to Herr Townley—thanks to the recently adjourned legislature, which did his bidding so implicitly.

### Connecting Up with Bolshevism

But what has all this to do with Bolshevism? Merely this! In September, 1917, when Kerensky was still holding his own against the onslaughts of the Bolsheviki, and just a few days before the Argentina congress was to vote on whether or not Argentina should break with Germany, Townley staged a great mass meeting of a nation-wide character at St. Paul, Minn., the 10,000 delegates were the star performers; and their performance on that occasion caused Roosevelt to brand them "Shadow Huns."

Only a few days thereafter, Theodore Roosevelt received cablegrams from Argentina and Russia, informing him that news of this "convention" had been cabled to both countries, that Trotsky and Lenine had printed pamphlets containing a highly distorted account of that meeting, making it appear that the St. Paul affair was in reality "The Great Revolution" of the American people in sympathy with the Bolsheviki. These pamphlets were widely scattered among the followers of Kerensky, with fatal results.

### Who Directs the Bolshevik Propaganda

Just recently, our State Department learned that the world-wide Bolshevik propaganda is being directed by the German General staff. And on this staff, there are some very clever men. In both America and Russia, they made a careful study of their prey before proceeding. And appreciating the utter impossibility of forcibly dispossessing our farmers of their land, as in Russia, they chose the subtler and equally effective method of inveigling them into the Socialist party, camouflaged as the Nonpartisan League; they trusted to Townley's ability to hypnotize them and make 'em like it when he painlessly separated them from their property. They were not disappointed.

Where there is a Jack, there is always a Jill. Where there is a Trotsky, there must be a Lenine; for you simply can't have a Bolshevik revolution without both of 'em. LeSueur and Townley are very smart men. It is inconcelvable that they have overlooked this consideration.

And if the big show is staged as scheduled on July 4, the weather and Uncle Sam permitting, I suggest that you go early and get ringside seats. For on the supporting cast of these two stellar attractions will no doubt be such world-famous artists as: Kate Richards O'Hare, Rose Pastor Stokes, Marian Wharton, Fola La Follette, Bill Haywood, Max Eastman, Eugene Debs, Scott Nearing, Frank P. Walsh, Geo. Herren, and William Randolph Hearst, with a chorus consisting principally of conscienceless objectors.

In conclusion, permit me to leave with you, this thought:

Despite the fact that America is the only land on God's green footstool where dreams come true; that ours is Ruler; that in America we are vouchsafed a larger measure of liberty and freedom than any other people has ever enjoyed, there has sprung up among us a species of bipeds who can travel from coast to coast, and from Canada to the Gulf, without seeing or hearing one good thing to commend; who would deliberately destroy our most cherished institutions, our traditions, and our very civilization, and have us launch out anew over an uncharted sea.

To them I say: The proper place to hate this glorious country is at a distance of three or four thousand miles. And inasmuch as three-fourths of our troubles have been imported, and since we now own one of the greatest merchant marines afloat, I suggest to Uncle Sam that he immediately go into the exporting business on an extensive scale.

Let "America for Americans only" be our slogan; and let us define an American as a respectable person of any respectable race who can sincerely, honestly and truthfully, subscribe with you and with me to this creed.

At the conclusion of Mr. Zimmerman's address a committee was appointed consisting of Chester L. Weekes, C. C. Isely and W. H. Kelly of Sedgwick to organize the grain dealers of Kansas in support of the Anti-Bolsheviki Campaign and on the call for contributions to that fund within 15 minutes about $400 was paid in in cash and before the conclusion of the meeting this fund had been increased to something over $500.

## HANDLING THE 1919 WHEAT CROP

"The Handling of the 1919 Wheat Crop" was then discussed. Secretary Smiley opened the discussion by reading the following statement:

Two plans have been considered and submitted to Mr. Barnes, for handling the 1919 wheat crop: first, to establish a buying margin to cover all expenses and profit, as between the price paid the farmer, and selling price at destination, less freight.

The other plan considered determining cost and profit on an annual turn-over basis, disregarding the fixed margin.

Before entering into a discussion of either of these plans, it will be of interest to know the handling cost per bushel of the compiled reports, submitted at a conference or grain dealers held in St. Louis, March 21 and 22.

Cost per bushel of handling a total of 1,826,044 bushels of wheat at 59 stations in Illinois, averaged 8.72 cents per bushel, not including freight, average per elevator, 30,949.

To handle a total of 3,382,025 bushels, of grain at 46 stations in Kansas, the cost averaged 6.93 per bushel, not including freight. Average bushels per elevator, 73,532.

Cost of handling grain at 29 stations in Montana, averaged 7.94 per bushel, not including freight.

A total of 7,424,867 bushels of grain at 73 stations in Indiana averaged 7.53 per bushel, not including freight. Average bushels handled per elevator, 101,710 bushels

A total of 13,197,077 bushels of grain at 199 stations in seven states, averaged 8.54 per bushel, not including freight.

This cost per bushel is based on the following operating and marketing expense:

**Operating Expense**

| | |
|---|---|
| Interest on investment in elevator building and machinery, $8,000 at 6 per cent. | $ 480.00 |
| Interest on average investment in grain on hand and in transit, $10,000 at 6 per cent. | 600.00 |
| Depreciation and repairs on building and machinery, $8,000 at 4 per cent. | 320.00 |
| Power, light and heat | 300.00 |
| Salary of owner or manager | 1,800.00 |
| Wages for extra help | 900.00 |
| Normal taxes | 150.00 |
| Fire insurance | 200.00 |
| Workmen's indemnity and public liability | 30.00 |
| Tornado insurance | 25.00 |
| Incidentals: telegraph, telephone, postage, office fuel and coopering cars | 325.00 |

**Marketing Expense, Freight Charges Not Included**

| | |
|---|---|
| Loss of grain in transit | 200.00 |
| Loss by deterioration in quality and misgrading | 200.00 |
| Inspection and weighing | 100.00 |
| Terminal market commission charges | 1,000.00 |
| Incidentals: War tax on freight, demurrage, switching, etc. | 200.00 |
| Total | $6,835.00 |

The discussion following the statement brought forth the fact that few Kansas dealers had sent compiled statements to Mr. Barnes. It was suggested that if an exact statement could not be made, to send a fair estimate with all the details upon which the estimate is based.

E. Bossemeyer, Jr., Superior, Neb., gave it as his opinion that the biggest job was for the dealers to convince themselves that the figures were right and that each man should at once inform himself as to his own cost of doing business.

L. H. Powell of Wichita said that an 8-cent margin on wheat will not make any money. The grain men




DELEGATES TO THE KANSAS CONVENTION IN FRONT OF THE CONVENTION HALL

in figuring their profit should separate the wheat from coarse grains and sidelines.

C. H. Thayer of Chicago remarked that elevator operators in Illinois had been required to pay back to the farmer where greater margins were taken than 8 cents and others had licenses taken away.

## WEDNESDAY MORNING

Wednesday morning session was opened with a paper by E. G. Osman of Chicago, on "Ninety-eight and After," in which he reviewed the history of the grain trade and the attacks on the grain shippers and the primary markets by the Government, the outcome of which is the Grain Grading Act, the Bureau of Markets, the Federal Trade Commission, etc.

This was followed by an address by L. H. Powell of Wichita on "Our Southwest Problems," in which he urged the Association to seriously think over the dangers of the Nonpartisan movement, to go home and talk it over with the business men of their community and organize to combat it.

He pointed out that the problems of the Southwest do not interest the rest of the country and it is up to the Southwesterners to take them to New York and to Washington. He referred to the raising of the basic price of 5 cents per bushel at the Gulf, which will result in flooding and blocking the Gulf ports, elevators filled and book accounts overdrawn. He suggested that the convention send a resolution to Mr. Barnes against this action. A motion to this effect was made but tabled at the suggestion of Mr. Washer of Atchison, who stated that while it may disarrange matters in the Southwest other sections may be benefited by it.

Mr. Powell favored uniform understanding of trade rules and contracts between the Southwestern League, the Kansas Grain Dealers Association and the Grain Dealers National Association.

## UNIFORM CONTRACTS

H. L. Strong of Wichita then addressed the meeting on the subject of "Uniform Contracts." Mr. Strong said in part:

If it were possible to have uniform contracts which could and would be used by 75 per cent of the trade throughout the United States, the writer fully believes more than 50 per cent of the arbitration cases together with the law suits could be avoided. Of course, neither the uniform nor any other form of contract would be of any benefit unless it be actually used in the right way and at the right time.

Many a good man or firm has made heavy losses because of trades made and covered by contracts specifying that said contract "is in every respect subject to all the rules and regulations of some board of trade"; and the dealers accept such a contract covering either purchase or sale from a dealer doing business on the rules of the aforesaid board of trade. In many cases "buying a pig in a poke" would be far the safer proposition. The dealers, members of board of trade at market centers, do not print all the rules and regulations of their board of trade either on the front or back of confirmation they mail to customer, neither do they take the trouble to mail a copy of their rules and regulations to every dealer at interior or country points who is liable to do business with them at some time or other. This apparently means, therefore, "You poor devil, if you are not posted on our rules and regulations, just get posted the best way you can or take your medicine."

Now the proposition is, what can be done to give us uniform contracts, reasonably satisfactory and acceptable to the majority of the grain and feed dealers of the United States? A copy of a proposed form was mailed to the writer by the secretary of the National Association recently, which was said to have been agreed upon by members of a National Committee appointed for that purpose. I am very sorry to be obliged to report that according to my ideas very few people would be willing to consider this as even half way meeting the requirements. The writer is not acquainted with any of the members of the committee, therefore is not in position to advance any opinion as to whether or not they are men of large experience covering all branches and angles of the grain and feed trade, but does feel that only such men as this would be desirable for working out this great problem.

While it seems this is almost a hopeless task, still if all those who are interested will keep hammering away and exchange ideas from time to time, it is possible some day a contract worthy of a trial may result. The only suggestion I can offer at the present time would be as follows: Let the contracts be divided into two classes—terminal market contracts, and interior contracts. In this way it will be very easy for all dealers to keep posted on the general, or printed, conditions governing the class of contract, and any different conditions must be a matter of agreement between the contracting parties and written into the body of the contract.

I feel that a well-planned circular should be issued by the secretaries of the various state organizations to all their members, appealing especially to all those who have had a considerable amount of experience with contracts, to be loyal to the trade and either furnish what they would feel would be a desirable form or furnish some ideas and suggestions which might be of benefit. After all these have been collected by the various state secretaries, let them be forwarded to the secretary of the National to be turned over to the National Committee on Uniform Contracts, with the understanding that they will work over all the sample forms, suggestions and ideas collected from the various members of various associations and then furnish a form, a copy of which will be sent by various state secretaries to all their members again for further criticism, suggestions or approval. After all dealers have had a chance to criticize or approve this latest form, then send all these criticisms or further suggestions to their secretary again, which in turn will be forwarded to the National for attention of the "Uniform Contract Committee." The Committee can then make their final revision, and if this final form does not seem to meet the approval of at least 50 per cent of the trade in general we would consider it almost a hopeless case.

Mr. Smiley stated that there had been some work done in the matter but it was impossible to agree upon a uniform document. He suggested that the interior markets agree upon some form of contract which would line up the terminal markets.

A long discussion followed in which Mr. Robinson of the Arbitration Committee made a number of suggestions for changes in the Trade Rules of the Association. The subject was ultimately referred to a committee to report at the next meeting.

## RELATION OF INTERIOR MARKETS TO THE COUNTRY DEALER

An address by Ralph Russell, of Hutchinson, on "The Relation of the Interior Markets to the Country Dealer" was next on the program. Mr. Russell spoke of the fact that country dealers are fast coming to appreciate the value of the interior markets, with the shorter haul, and closer touch with their receivers. He spoke of the necessity for close organization of the interior markets, and the safeguarding of their personnel so that the country dealer may have absolute confidence in them.

Mr. Russell also touched upon the benefits the country dealer has derived from the efforts made by the interior markets in regard to fair adjustment of freight rates, grades and other regulations.

Continuing, Mr. Russell said:

Country grain dealers have also found it to their advantage to consign their grain to the nearest interior market as the interior markets give them the option of accepting terms and prices at such markets or, if not satisfactory, diverting on to other markets, but it has not been necessary for many such diversions, as the interior markets have been able to make sales satisfactory for the country dealers at much less expense than dealers at markets farther away from home.

Nearly every interior market has mixing houses and cleaning facilities to handle all grain needing such treatment and the mills at the interior markets are just as eager for the better grades of grain as the mills at the terminals. By dealing with the interior markets country dealers are also causing the railroads to build more terminals at the interior markets, which gives labor to citizens of their own state as well as making more taxable property near home and the nearer home you bring an investment the more likely you are to be benefited by it.

In case of storms, when feed is needed quickly, the country will find it convenient to call a dealer of an interior market and locate a car of feed that will fill his requirements, that can be had quickly, and in this way keep much livestock from famishing during the severe weather of the winter months.

In closing it is only well to say that whatever helps an interior market helps the country dealer. The more interior markets the more interior industries, shorter hauls, less loss in transit, nearer destinations, less expense of inspection. More interior storage will make more empty cars when needed. More interior mills will make more buyers for your grain. More interior markets will bring more capital to your immediate territory to help finance your crop at the time of the rush.

A sharp discussion followed in which it was urged that the shippers keep in closer touch with the inspection departments at the terminal markets, and that the interior markets give exact information on market conditions.

## WEDNESDAY AFTERNOON SESSION

The afternoon session was featured with a visit from a Nonpartisan Leaguer who endeavored to break up the discussions following a motion to contribute $1,000 to help fight the I. W. W. movement in Kansas. The gentleman quickly found himself mighty unwelcome, whereupon he fled and nothing further was heard from him.

E. L. Brown then presented the report of the Auditing Committee, approving the secretary's financial report with receipts of $3,236.45 up to April 30, with disbursements of $1,942.84, leaving a balance of $1,293.61, which was increased to $2,990.26 on May 24 by subsequent receipts.

Chairman James Robinson of the Arbitration Committee reported briefly, stating that 17 cases had been satisfactorily handled by that committee.

Chairman Work of the Resolutions Committee presented resolutions as follows:

Against the Permit System except as a last resort (approved); Commending Our Victorious Soldiers and Extending Sympathy to Those Bereaved by the War (approved); Thanks to the Hutchinson Board of Trade and the Citizens of Hutchinson (approved); Favoring Nominal Charges for Right of Way Leases, and Disapproving Proposed Siding Contracts (approved); Endorsing the Good Roads Movement (approved); Appointing Committee for Revision and Amendment of the Trade Rules and Arbitration Regulations (approved); Thanks to President P. E. Goodrich for Address to the Association (approved); Against Proposed Advance of basic Government Wheat Price at Gulf Ports (laid on the table).

On a motion by Mr. Washer President J. B. McClure and Secretary Smiley were appointed to rep-



THE REST OF THE DELEGATES TO THE KANSAS GRAIN DEALERS CONVENTION

resent the State of Kansas at the New York meeting on June 10.

Mr. E. Bossemeyer stated that members were not paying the $1 each which is due from the Kansas Association to the National Association, and urged that when the next bill is presented by the secretary for dues, those to the National Association be forwarded with the state dues.

ELECTION OF OFFICERS

The annual elecion of officers was then held and resulted as follows:

President—E. Bossemeyer, Jr., Superior, Neb.

Vice-President—C. C. Isley, Cimarron.

Secretary-Treasurer—E. J. Smiley, Topeka, (for his twenty-second term).

Directors—First District—W. S. Washer, Atchison; Third District—Mr. Meade, Fort Scott; Nebraska District—E. L. Brown, Chester,—all re-elections.

The Convention then adjourned *sine die*.

## ENTERTAINMENT

The entertainment furnished by the Hutchison Board of Trade will long be remembered by the Kansas grain men. Tuesday evening the delegates were invited to a real vodvil entertainment, including some mixed color bouts, which was given at the Convention Hall.

Wednesday evening a splendid banquet was served with an attendance of over 800.

After the dinner President McClure made a brief address stating that there were 56 service stars on the service flag of the Kansas Grain Dealers, none however gold, fifteen of whom were present.

George Gano, president of the Chamber of Commerce, was then introduced, and spoke briefly on Hutchison as a growing interior market with a new terminal elevator under construction.

W. S. Washer of Atchison, responded with an impressive oration enjoyed by everybody. Lieut. George T. McDermott, now a young attorney of Topeka, followed with an address entitled "The Man With the Pack," in which he reviewed in interesting fashion the things that impressed him most on the war front in France.

The feature talk of the evening was given by D. F. Piazzek of Kansas City, second vice-president of the U. S. Grain Corporation, who spoke upon the plan for handling the 1919 wheat crop.

He stated that individually and collectively the grain men met the crisis of the nation during the short crop year and asked the men to forget the petty sacrifices, inconveniences and losses they had to meet which were really infinitesmal compared with the sacrifices our boys made in France.

Mr. Piazzek further stated that the plans for handling the wheat crop under the Government guarantee are fundamentally the same as last year, that the Wheat Director's intention is to protect the dealer to the extent of 75 per cent of his usual profit; licenses will of course expire July 1 and new ones be issued. In brief, the plan is to pay the grain dealer $2.18 at Kansas City, the dealer paying the farmer the full market price less the freight and about 8 cents margin for handling, the deficit between that price and the world price to be absorbed by the Grain Corporation; the 2 to 3 per cent turnover profit on the year's business will not be entertained.

The permit system will be used for securing cars. There will be over 20,000 cars in good repair at the opening of the crop movement.

As to the storage question Mr. Piazzek stated that the producer will be paid on a gradually increasing scale, one cent per month up to February 1920, and the payment to the dealer from 1½ to 2 cents per bushel per month. Further he stated that the impression in Oklahoma that the producer be paid $2 per bushel is wrong. The price paid will be the minimum price, less the freight and handling charge.

In closing Mr. Piazzek said that on July 1 when the accounts of the Food Administration closes it will show that the entire business was handled for the Government with the entire capital of $150,000,000 returned to the Government with a slight profit on a turnover of $550,000,000. In July all reports on other grains will cease.

# COMMUNICATED

## NEW INSPECTORS' ORGANIZATION

*Editor American Grain Trade:* Will you please print in the next issue of your publication the following notice?:

"Inspectors of the Minnesota State Grain Inspection Department have formed an organization to be known as the Association of Licensed Grain Inspectors of Minnesota. At the first meeting, May 17, R. Gibbs, chief deputy inspector, and A. E. Evenson, of the Minneapolis Appeal Board made addresses.

"The following officers were elected for the ensuing year: Horace A. Tuthill, president; Harry A. Dahlquist, vice-president; Clarence W. Shelley, secretary; and Walter B. Young, treasurer.

"It is proposed to use the Minnesota organization as a nucleus for a national association to include all grain inspectors in the United States.

"A convention will be held in the near future, to which delegates from inspection departments throughout the country will be invited.

"By holding an annual convention of this sort, where the delegates may discuss the many changes in crop conditions and their various other difficulties, it is hoped to secure a greater harmony among the inspectors and to materially aid in the improvement of grain inspection."

Yours truly, C. W. SHELLEY, Secretary,
Minneapolis, Minn.

## PRESIDENT GOODRICH APPROVES

*Editor American Grain Trade:* I beg to acknowledge receipt of your issue of May 15 and wish to thank you for the editorial—"Keep Our Strength." You have stated this so much better than I could hoped to have done it. This will help to straighten out the Kansas situation.

We have a very nice letter from Mr. Thad Hoffman, president of the new league, stating he is opposed to anyone withdrawing from the National and he is in favor of affiliating the new organization with the Grain Dealers National.

The trouble with Kansis is—Mr. Smiley has always been opposed to being affiliated with the National and paying dues to it and we have always had a scrap to collect dues in Kansas.

I don't know Mr. Eikenberry's reason for not appointing a Kansas man on the Advisory Committee last year but I don't see how he could have done so as in both 1917 and 1918 they did not pay their full assessment of a dollar a member and I presume had it not been for this a Kansas man would have been appointed.

Again thanking you for this editorial and the splendid way in which you have always backed the National and especially during my administration, I beg to remain,

Yours very truly, P. E. GOODRICH,
Winchester, Ind. President.

## SOUTHWEST WILL NOT SECEDE

*Editor American Grain Trade:* If you knew how honestly your editorial of May 15 on "Keeping Our Strength" fits in with the situation in the Southwest in reference to the relation of the Southwestern Associations to the National Association, you will certainly appreciate the sincerity of my expressions of appreciation of this very good editorial.

It meets the situation exactly and if anyone in the National Association appreciates and understands the true condition of affairs in the Southwest I believe that I am entitled to that distinction. This editorial will be invaluable as an aid to our National officers this year in meeting certain conditions that must be met in the Southwestern territory. Recent advices through Secretary Quinn, however, convey the expression that the situation in the Southwest is not so serious as at first indicated, as the men who are responsible for the promotion of the Southwestern League disclaim any thought of secession from the National, in fact, I understand, that the new president proclaims affiliation with the National to be one of the first desirable things which the Southwestern League should attempt to accomplish.

Again allow me to express to you my appreciation of your strong and clear statement of conditions as they actually exist and which completely and entirely refutes the contention that the Southwest has not had adequate representation in the councils of the National Association.

Very truly yours, E. C. EIKENBERRY.
Camden, Ohio.

## SOUTH DAKOTA'S PROSPECTIVE TERMINAL

*Editor American Grain Trade:*—Your very readable magazine has been coming to us now for two months and our only regret is that we were not receiving same sooner.

It has occurred to the writer that perhaps you would be able to use a little information on events out here in Sioux Falls, S. Dak., and on crop conditious.

Crop conditions never looked better in this section of South Dakota, we have had moisture in excess of the usual amount, well distributed over the territory, wheat and oats are looking fine, and corn is making very satisfactory progress.

Estimates as to the amount of grain left on the farms vary, from 15 per cent to 25 per cent, our own opinion is that 15 per cent to 20 per cent would be more likely.

Sioux Falls now has 12 grain firms represented, all of them in one building, as follows, Merchants Elevator Company, Cargill Commission Company, McCaull Dinsmore Company, Flanley Grain Company, Taylor-Bournique Company, Randall, Gee & Mitchell, Quinn, Shepherdson Company, and Hallett & Carey, all engaged in general grain merchandizing.

Slaughter Burke Company operate the Simons, Day wire, Merriam Commission Company operate the Lamson wire, Trans-Mississippi Grain Company have the Bartlett Frazier wire and Armour Grain Company have their own.

The Albers Commission Company are to open an office here the first of July and Godfrey, Blanchard Company of Minneapolis are coming in here also.

W. Z. Sharp, the Mills Grain Company and ourselves own and operate elevators in the city and the Whole Wheat Cereal Company have an oat meal plant here which is to be enlarged by an addition costing approximately $250,000, the work to commence this summer.

All this, in addition to the old Queen Bee Mill which is now owned and operated by the Larabee Milling Company, Kansas City, tends to make of this point a coming grain center and we presume that soon a movement will be organized tending to make this a terminal market for this state.

And why not, if it would be getting in on the ground floor ahead of some rattle brained Non-Partisan League organization, of which the Dakotas have had just about enough, let us hope.

Yours very truly,
MERCHANTS ELEVATOR COMPANY.
Sioux Falls, S. Dak.

THE manner in which the South is gradually assuming a self-supporting position in grain production is illustrated this year by Mississippi wheat crop. More than 500,000 bushels were raised and practically all of it will be ground in small local mills for neighborhood consumption.

# ASSOCIATIONS

## AMERICAN FEED MANUFACTURERS HOLD CONSTRUCTIVE MEETING

The annual convention of the American Feed Manufacturers Association at St. Louis on June 5 and 6, brought to a close one of the most eventful years in feed annals.

After the formal preliminaries of the meeting, conducted by John C. Reid, President H. A. Abbott delivered his annual address as follows:

This, the eleventh annual meeting of the American Feed Manufacturers Association, brings to a completion the tenth year of its existence. Successful in its many objectives during the past, there remains at this time a greater need for its continuation, but along lines of prudent upbuilding and strong forceful defense of its fundamental principles.

The mixed feed business has been confronted with many new and perplexing problems, particularly during the past year. Anxiety has filled the minds of all, yet with splendid courage many of these vexatious problems have been met and solved.

There is much remaining to be accomplished and co-ordinated as a fixed policy for the industry. New Federal and state legislation, co-operative purchasing through Government agencies are live topics of interest to all feed men, particularly to the mixed feed manufacturer. Many other subjects of vital importance will undoubtedly arise and should be handled with due consideration for the best interests of the industry at large, yet must be dealt with with firmness and sanity. We must not be carried off our feet or lose our heads when maliciously and unjustly attacked by professional reformers or self-appointed uplifters. Nor upon the other hand can we afford to lend ourselves to a policy of obstruction when the true needs of reforms are properly debated and become a recognized necessity, and can consistently be complied with.

### Many Problems Solved

Questions needing consideration of a well organized force, potent, yet respected by those with whom it must come into contact, seem to be bobbing up more numerous than ever. Your Executive Committee has been constantly in touch with vital issues and watched with care their development. Special meetings of the Committee have been of frequent occurrence, and in many instances special committees have been appointed, selected from the membership most directly affected, to aid in solving such problems.

This was particularly true during the period of war, requiring as it did many trips to Washington and close co-operation with the Food Administration. The work of these committees has been painstaking and capable, and the means of accomplishing great good for the Association, and rendering a service to the industry and country at large of which it should be justly proud. These trips have been at the personal expense of such individuals, and at all times have been characterized by an unselfish desire to lend a helping hand for the good of all.

### Food Shortage

During and following in the wake of war an unprecedented demand has been made upon our country's food resources. This has resulted in shortages in many commodities, or at least a demand at times exceeding supply under varying crop conditions with level of prices unheard of before. As a natural result the Food Administration found it necessary to promulgate many special rules and regulations, but particularly one during the past year relative to margin of profit applicable to the different branches of the feed industry, such as manufacturers, jobbers and retailers. Although the Food Administration could not recognize in its deliberations any organized associations. Yet some of the ablest men of our Association were called into consultation for the purpose of assisting in arriving at an amicable understanding, so that business could be continued through normal channels and not utterly paralyzed by hasty and inexcusable decisions or unnecessary restrictions.

It is needless for me to recount in detail these various meetings, and it required several, but suffice to say that it was fortunate the manufacturing feed business was organized and thus able to follow suggestions and place confidence in those delegated the responsibility to safeguard the industry. Other matters also transpired from time to time which forebode trouble and required attention. We are thankful, though, that those times are past; but let it be said for the credit that is due, that things were not always smooth and many a storm was avoided by persistent and competent effort.

The feed trade, however, admirably adapted itself to the needs of war emergency conditions, and as a whole has unquestionably acquitted itself with honor. A patience and forebearance under many restrictive regulations was exhibited, which is worthy of praise, instead of the criticisms too often aimed at the mixed feed business unfairly and unjustifiably by persons lacking the proper knowledge of the situation. As an example: The scarcity of mill feeds during the period of price regulation was one of the chief allegations blamed upon it. The history of that has many times been exposed in the columns of the trade journals. Mill feed prices fixed as a result of insistent demand by the dairy farmers at $20 per ton or more under their relative value compared with corn, naturally upset the normal consumptive demand and coupled with a short production based on flour milling requirements created an abnormal situation, and a scarcity which no way could be properly charged to the mixed feed industry. As a matter of explanation it might be said that mixed feed manufacturers during this very period were never able to secure but a fraction of their normal requirements and some not any. Yet such charges were made, and undoubtedly was one of the factors instrumental in engendering dissatisfaction and distrust in the minds of many. Notwithstanding this the commercial mixed feed industry enjoyed during the past two years the greatest business of its history, which should be its vindication and proof of the real economical value in modern farm life.

### Politicians and Business

It is indeed unfortunate there are still some unbelievers and that so much of the people's money is wantonly expended by designing politicians without any sound or logical reason in hatching schemes to fetter and obstruct the freedom of distribution. The ruling last fall of the New York Food Commission, as well as the Gore amendment introduced in Congress, are examples of frenzied effort to throttle honest business. Both in their original form were unworkable and unenforceable and so ridiculous as to make them laughable, if it had not been for the fact that during a national crisis such a law might have actually been placed upon the statute books, if proper light had not been thrown upon the subject in ample time and sufficient volume to prevent its passage. The New York state ruling ran the gamut of many alterations, but finally was issued as a war-time measure long after the signing of the armistice, although much evidence and testimony had been introduced in opposition. Subsequently it became void at the termination of the life of the commission by which it was issued.

Later during this past spring a similar measure was introduced through the influence of the same factors in the New York state legislature. This likewise contained many experimental and unenforceable provisions, and which in reality would have meant to the feed consumer no constructive benefit. Fortunately this bill failed to pass.

As for the Gore amendment, after several weeks in conference committee it met the fate it deserved, defeat.

In the last session of Congress a new feeding stuffs bill was introduced by Congressman Lever, but as this was not presented until the last day of the session it died in committee with the expiration of Congress. To date no new feed bill has appeared and it is, of course, uncertain just what attempt will be made



HAROLD A. ABBOTT
President American Feed Manufacturers Association

at the present session. This question, however, is a momentous one and will be discussed in greater detail by the chairman of the Executive Committee. It is hoped also that we might have at this time a more general discussion of the subject to draw out one another's views and as an association benefit thereby. Our ultimate conclusion should be that which stands upon sound, logical reasoning for the greatest good to the industry.

### Constructive Work Necessary

It is not difficult, of course, for any one faction to find fault with another nor is it difficult for one competitor to attack another without proper consideration of their own weaknesses. What is needed is constructive co-operation and not enhancement of selfish interests. It must be realized that the mixed feed industry since its original conception has affected many reforms, and that in its many phases there has been a constant trend toward those things more equitable as between competitors as well as to the ultimate consumer.

Unquestionably certain legislation has been desirable; in fact, it is only through such legislation that the survival of honest business has been possible. No one is so narrow as not to recognize this point, and I am sure no fear exists as to the ultimate results if sane constructive legislation is placed upon the statute books. This, however, does not mean a character of legislation which is manifestly unfair, unworkable and unenforceable. A law conceived with a malice of forethought enacted in haste must be repented at leisure with the unquestionable result of chaos and ruin in its wake. It should be a warning to all alike that the feed industry must stand together in a firm determination to uphold its fundamental principles and those undeniable rights of honest manufacture, truthful declaration and fair competition.

Aside fom the question of legislation the mixed feed industry has plenty of problems to face during the next few years. The advent of prohibition in itself is bound to create a material change in various forms of feed mixing due to lack of certain by-product materials available in the past.

### Readjustment Period Coming

Likewise, as other large industries, we must sooner or later face a readjustment period in the world of business. The extremely high prices of food stuffs a condition of great tension with its inevitable sharp and varying fluctuations. A continuation of abnormal values is likely for some time to come, until at least the reconstruction and stabilizing of agricultural production in certain areas of warring Europe can be accomplished. One can but feebly comprehend the extent to which this paralysis of European production has existed, so that we must await with patience the outcome of developments and rely upon a policy of prudent and conservative business extension to safeguard the future.

Now that Food Administration regulations have been removed, a tendency is being exhibited to drift away from some of the sound and desirable merchandising features in vogue under Government regulation. I refer particularly to the question of making sales beyond a 60-day period, which under usual conditions does not seem to be warranted. Many have also availed themselves of the privilege of shipping 20-ton cars and less in some sections, authorized, of course, by the railroad tariffs, yet the practice should be discouraged as much as possible as there is little question in the minds of most merchants that greater economy both in manufacturing and sales distribution can be effected by the maintenance of a 25 or 30-ton carload minimum.

The Railroad Administration has found it desirable many times since the first of the year to call to the attention of the trade the loss in the efficiency of transportation due to the loading of cars considerably under their marked capacity. They have urgently requested greater co-operation on the part of manufacturers and distributors, and it is to be hoped that the trade in general will recognize the economy and desirability of adopting this course.

If the new crop of grain, particularly wheat, is produced in the volume that is already indicated from the acreage and condition to date, we might well reflect what is likely to be the condition of railroad transportation next winter. The tendency to delay purchasing of feed stuffs and coal due to their respective high prices is apt to be reflected in due time along with the enormous grain movement, causign a probable congestion and delay in transportation such as we have never seen.

I shall terminate this annual report by mentioning the gratitude we should all feel in the splendid record of the Association in the past and its healthy, steady growth. New blood of the proper kind is always welcome. Our many members must learn to know wherein lies the true benefits of closer co-operation in the many things directly affecting the general mixed feed business, and assist in working harmoniously and unselfishly to uphold the fundamentals which are the backbone of every man's business in the mixed feed line. Let it always be said that we can face either man or animal with a clear conscience.

## REPORT OF EXECUTIVE COMMITTEE

The report of the Executive Committee was read by Chairman George A. Chapman, as follows:

I shall not burden you with a rehearsal of the activities of the Executive Committee during the past year. The president, the secretary, and the treasurer either have given or will give you a complete detailed statement of what has been done by the Executive Committee and officers of the Association in behalf of the industry during what has been probably the most trying and most important year which the feeding stuffs trade has ever passed through.

During this Association year we have been in, and passed out of, the greatest war the world has ever known. If our organization had never served any other useful purpose, its existence was fully justified by the readiness, when the necessity came for its control, with which the entire food industry of the country was communicated and brought in touch with the Food Administration. During the period of the war the fellowship and spirit of co-operation created by the previous years of association seemed to bring the feed manufacturers closer together in a combined effort to comply with the regulations necessitated by war. There did not seem to be one of the entire membership who did not bend his efforts toward a co-operation with the Government. The loyal and patriotic spirit displayed by the men of the feed industry, both in and out of the Association, and the evident desire to assist the Government in any regulations which might seem desirable toward meeting exigencies, or providing for possible exigencies in case the war continued for a long time, was commented on by men in position to judge, who observed the meetings held in Washington and elsewhere.

### Wheat Feeds Scarce

The war brought to the industry many complications and hardships which in the main have been well met. A great shortage of wheat by-products was felt in all sections practically through the entire year of 1918 and well into the present year. This was due to the light milling of wheat and the higher extraction practiced in the milling of war flour. The low price fixed for wheat feeds by the Food Administration caused abnormal feeding of these by-products in Western territories. Wheat feeds were by far the lowest priced feed products obtainable, and but little of the already restricted output of the mills found its way into the East or into territories far distant from point of production. The mixed feed manufacturer found it as difficult to obtain wheat feeds as did the feed dealer or feeder, and practically all manufacturers were obliged to reduce the quantity of wheat feeds used in their mixture to the minimum, or cut them out entirely. In many sections of the country long periods occurred during which no wheat feeds of any description could be obtained. It has been estimated that the shortage of wheat feeds last year, amounted to more than 500,000 tons.

The discontinuance of distilled liquors, and the final prohibition of the manufacture of beer, cut out hundreds of thousands of tons of distillers and brewers grains and malt sprouts. This also reduced the amount of hominy feed enormously, for the brewing interests have been the largest users of corn grits.

The shortage of all these materials, to say nothing of the shortage of linseed meal and cake, due to the short flax crop and the failure to import flax seed freely from the Argentine, made a very serious and difficult situation.

While the situation, so far as wheat feeds are concerned, temporarily came back to normal, there is a probability in the coming few months, owing to the exhaustion of the old crop of wheat, we shall again see a heavy shortage of wheat by-products.

### Changes in Feeding Material

This shortage of important feed materials has thrown a great responsibility on the feed manufacturer. He has been looked to to supply substitute feeds for this great tonnage which has been taken away. The cattle, horses, hogs, and poultry of the non-feed-producing sections had to be fed, and a considerable change in the feeding system had to be made. It devolved upon the feed manufacturer to meet the situation, and, generally speaking, the situa-

tion was well taken care of. While many sections suffered for lack of feed supplies, in the main the distribution was well kept up and good feeds were supplied.

In addition to the shortage of by-products, there was a change in the character of by-products, due to war milling conditions. Red dog flour was not produced at all; the flour extraction was such that middlings were not of the quality heretofore manufactured; the barley feed was little more than barley hulls. The heavier demand for cornmeal as a flour substitute brought into play corn mills which had not produced cornmeal for human food for years, and the by-product from such mills was a very different hominy feed than it had been customary to find on the market.

With all of these changed conditions it is not surprising that some poor feeds were found upon the market. Reputable and experienced manufacturers of mixed feeds found the greatest difficulty in keeping up the standard and uniformity of quality of their mixtures. In the main this was accomplished but in some cases by almost superhuman effort. In other instances manufacturers of necessity changed the character of their product. Because of the shortage of supplies and the consequent great demand, many millers took up the manufacture of commercial feeds who had little or no knowledge or experience. Many of these failed to produce feeds up to guarantee or containing ingredients as represented on their packages, through sheer lack of knowledge and not through any desire to defraud. Then, in rare instances—for the dishonest, as well as the poor, we will always have with us—was the man who deliberately took advantage of the situation to perpetrate fraud.

### New Legislation Proposed

Because of these disturbed conditions, and because of the large quantities of hitherto unknown products which were found upon the market, there arose what seemed to be a demand for additional control by legislation. The large number of states, as you will note by the secretary's report, in which legislation of various sorts has been introduced during the past winter, has been largely due to these disturbed conditions. In most instances the demand for added legislation has come from individuals who have noted the changed conditions, and who have not realized that existing feeding stuffs laws were ample to cover those changed conditions. In a number of instances it has been noted that men who have discussed and even proposed legislation have not even known the provisions of the existing laws.

The demand for dairy products, meat, poultry, and eggs is constantly increasing, and the materials with which to feed the animals and fowls which produce them are not keeping pace with the demand for these products. There never was a time when all materials of feeding value were required to be conserved as during the years we have just passed through and the years that are just ahead.

### Responsibility of Manufacturers

The activity in legislative circles on the subject of feeding stuffs has been considerable, and must be recognized. Great responsibility rests upon the feed manufacturer who knows the subject of nutrition, as well as the commercial side, the supply, and the demand. The American Feed Manufacturers Association has an important year ahead of it, for it is a year of readjustment, and will probably be a year of legislative activity.

### Policies of the Association

The three paragraphs of the Constitution of the American Feed Manufacturers Association which encompass the purposes of the Association, express policies of which every member of this Association can well spend his energies toward accomplishing.

The following is Article 2 of the Constitution of the American Feed Manufacturers Association under the sub-title "Purposes":

> The purposes of this Association shall be:
>
> To assist in the enactment and enforcement of uniform laws and regulations which in their operation shall deal justly with the rights of feeding stuffs manufacturers, dealers, and consumers.
>
> By concert of action with each other and with administrative officers of state and Federal laws, either individually or in their organized capacity, endeavor to correct any abuses, dishonest practices, or any evils in any way pertaining to the feeding stuffs industry.
>
> To foster and promote such relations and intimacies between its members as shall tend to firmer business relations in which all can stand together in efforts to improve and perfect a standard of business integrity which shall include honesty of representation, carefulness of obligations, and promptness of execution.

The Executive Committee desire at this time to bring to the attention of the Association the matter of an interpretation of the first paragraph of Article 2 of the Constitution, which I will again read:

> To assist in the enactment and enforcement of uniform laws and regulations which in their operation shall deal justly with the rights of feeding stuffs manufacturers, dealers, and consumers.

The Executive Committee believes that it is the desire of the membership of this Association, as it should be the desire of every right-thinking and right-acting man, to deal justly with the rights not only of all manufacturers and dealers, but with the rights of all consumers. The Executive Committees of this Association, have since the organization was formed some 10 years ago, operated on a platform to which I think we all have agreed. In this platform just dealings to all have constituted the right of one to sell and another to buy any material, either mixed or unmixed, which had feeding value, and was not deleterious to the health of livestock. In selling any product either mixed or unmixed which had feed value and was not deleterious to the health of livestock, it was considered just to state upon the package the true name of the material, or the true names of



GEORGE A. CHAPMAN
Chairman, Executive Committee

the materials which entered into the composition, the chemical analysis and the name and address of the manufacturer. That, in effect, is the law which now exists in more than 40 states.

### Chemical Analysis the Test

There has never been a better gauge offered by which the food value of any material could be judged than its chemical analysis, or the digestible nutrients contained therein as determined by chemical anlysis. It never has been considered practical to guarantee digestible nutrients in any feeding stuff for the reason that the statement of digestible nutrients cannot be verified without actual digestion tests. To determine this with any degree of accuracy would require a number of animals to cover the law of averages. Animals, as well as people, do not have the same ability to digest their food. Such experiments would require at least a week for each of the specimens of feed. To tell whether all of the feeds offered for sale in the United States, or in any one state, lived up to the guarantee claimed by its manufacturer would be an impractical and impossible proposition.

### Impossible to Guarantee Nutrients

It would be a splendid step in the right direction, and a distinct advantage to the feeder if digestible nutrients could be guaranteed, but until science has progressed to such an extent that any statements by the manufacturer can be verified, it will be manifestly bad legislation to require the digestible nutrients to be shown on the package. Such legislation, being unenforceable, would put a premium on misrepresentation. The manufacturer who could stretch his conscience the most in making his declaration would have an unfair advantage over his more honest competitor as well as over the feeder who ultimately buys and feeds the feed.

There has of late been legislation proposed which would require the manufacturer, in case he uses certain of a specified list of materials in a compounded feed, to state the percentage of those materials in the mixture. Your Executive Committee feels that such legislation has three vital faults, any one of which is sufficient to warrant the Association in opposing it with all its power.

### Percentage of Ingredients Useless

First: That it is of no value to the feeder as it gives him no added useful information. It does not give him the digestible nutrients of the finished product, for certain combinations increase the digestibility of the component ingredients. Other mixtures reduce the digestibility of the component ingredients. It is not an aid in figuring digestible nutrients based on the known digestibility of the individual ingredients. Knowing what constitutes 10, 20 or 30 per cent of a compound, and not knowing what constitutes the other 90, 80 or 70 per cent, does not permit of figuring digestible nutrients. On the contrary, it serves to mislead the feeder away from the established plan of judging a feed by the nutrients contained, based on chemical analysis. It leads to the unscientific and unsafe plan of judging a feed by the quality of some one material contained therein. A feed may contain a large quantity of any one of a number of so-called low-grade materials, yet be an excellently balanced feed for the purpose for which it is sold. It may still be high in digestible nutrients, comparatively low in fibre, of the best physical condition from the point of view of grinding and bulk; it may be of the highest palatability, its physiological effects the best; it may be comparatively low in price, and the best purchase a feeder can make for the purpose for which he wants to use it and for the purpose for which it is sold; yet, in effect, such legislation would be a warning against such a feed.

### Continuous Factory Inspection Impossible

Second: It is not enforceable except by factory inspection. The chemists and feed control officials of the country are practically unanimous in the statement that the percentages of ingredients in most compounded feeds are impossible of determination, even with approximate accuracy, either by chemistry or by the microscope. Factory inspection to be effective must be constant. To inspect one day, one week, or one month in the year, leaving the balance uncovered, would be worse than no inspection at all. No state could afford to inspect all of the feed mixing plants within its own borders, to say nothing of sending inspectors into far distant states to inspect feed which comes in from outside states. It has been estimated that fully 90 per cent of the feeds sold in New York State are shipped in from other states. The same is likely to be true of many other states. It is hardly probable that the Federal Government would care to go to such enormous outlay as would be required in inspecting all feed mixing plants which do an interstate business. There are thousands upon thousands of them. Feed mixing is done generally all over the country, not only in large centers where large factories are located, but in small cities where the smaller plants are usually located, even to the small villages where there is always a feed store which does more or less mixing. No such inspection has ever been undertaken in any line of industry. To place the Government's stamp or guarantee as to the correctness of the manufacturer's statement on a package would require permanently in every feed mixing plant an inspector, would could know what was going on every day in the year.

### Different with Meat Inspection

In the inspection of the meat industry there are comparatively few plants to inspect, and it is only the healthfulness of the product which is guaranteed. There is no attempt made to guarantee the chemical analysis or the percentage of ingredients. There is no attempt made to guarantee the amount of beef, pork, mutton, cereal product, or water in a sausage. Neither is it undertaken to guarantee the crude fat, crude protein, carbo-hydrates, or crude fibre in any meat product.

Because such a law is unenforceable it would place a dishonest man, who knows he could misrepresent and get away with it, at an unfair advantage over the honest manufacturer who guarantees correctly



DELEGATES AND GUESTS OF AMERICAN FEED MANUFACTURERS ASSOCIATION

and lives up to his guarantee. And it would likewise put the man who finally buys the feed at a disadvantage, because he would buy the misrepresented feed in preference to the one which was correctly represented.

### Law Would Disregard Essential Factors

Third: Such a law is discriminatory in that it disregards the merits of the finished product and, in effect, judges the finished feed by one of the materials contained therein. It would place most excellent feeds at a disadvantage. Feeds compounded for a specific purpose with regard to nutrients, crude protein, crude fat, carbo-hydrates, crude fibre, and with regard to their physiological properties, palatability, ease of digestion, mineral content, proper degree of grinding, etc., which practical feeding tests have proven to be most efficient, either in milk, meat, or egg production, which in all of their properties, including price, might be above criticism, because they contain one of a list of so-called by-product materials would be discriminated against in favor of certain other feeds, which might or might not equal them in any or all of the mentioned desirable qualities.

Based on the newer knowledge of nutrition, as brought out by Prof. McCullom's discoveries, or based on the theory that the proteins, or other nutrients, in certain materials are more highly digestible than in others, there is no merit in singling out a certain few materials for special treatment. If the feeder has the knowledge and desires to go so deeply into science, all of the materials used must be equally considered. One material is just as apt as any other to possess the desirable or undesirable qualities. If a manufacturer guarantees as among his ingredients any of the so-called high-grade materials, it is just as desirable to know how much of these high-grade materials is used as it is to know percentage of the so-called low-grade materials.

A material is only high-grade or low-grade, dependent on the use which is to be made of it. Looking at the matter from any point of view, if the percentage of any material is desirable to be shown on the package, the percentage of all materials is equally desirable.

It is no more right to judge a finished compounded ration or to discriminate against such a ration because of one of its constituent materials than it would be right to judge cottonseed meal as a dairy, horse, or hog feed by feeding it to the animal alone and refusing to recognize the merits of balancing it with other requisite materials for proper feeding.

### No "Best" Ingredients

The "holier than thou" attitude of some manufacturers, who have taken up a certain line of materials which they believe are the best for them to use, or the location of their plants makes it desirable for them to use, and who compound usually most excellent feeds from them, but who can see no good in the use of the dozens of other materials which they do not use, and can acknowledge no possibility of producing good compounded feeds from other materials, is an attitude much to be condemned. This attitude is holding back the progress of the feeding stuffs industry, doing an injury to honest competitors, retarding the conservation of by-product materials, and discouraging enterprise.

No materials should be considered as feed materials which are deleterious to the health of livestock, or which have no feeding value. There are no feed materials but have some merit. There are few feed materials but have great merit in some particular direction. There are no feed materials but have their weak points which need strengthening by the admixture of some other material which can correct these weak points. There are no materials but can be benefited by being mixed with some other material. The proper combination of these materials is one of the most important items that constitutes the science of manufacturing feeds.

### Best Results By Mixing Feeds

To illustrate: Cottonseed meal is too high in protein to be fed alone—from 36 to 46 per cent. It is too low in carbo-hydrates, has a moderate amount of fibre—11 to 18 per cent; it needs to be balanced with a carbo-hydrate to make it a safe feed. No one thinks of feeding cottonseed meal to any class of animals without balancing it. It is one of the most valuable feeding stuffs we have.

Molasses is low in protein, running about 3 per cent. Even this small amount of protein has questionable value. It is high in moisture analyzing about 24 per cent water. It has no fibre. Its carbo-hydrate materials are mostly sugar, and because of their condition are the most digestible of all the carbo-hydrate materials. It is exclusively a carbo-hydrate feed. It has certain physiological effects of great value. Molasses requires balancing with a material reasonably high in protein. It requires the addition of a dry material to absorb its excessive moisture. It requires the addition of a material which has fibre to give it bulk that the animal may eat it.

### Alfalfa Meal

Alfalfa meal, while not a by-product, contains 29 or 30 per cent of crude fibre, as much crude fibre as does the so-called oat hulls, and more than oat clippings. The digestibility of the crude fibre is listed by Henry and Morrison at about 45 per cent. It has to its credit about 14 per cent crude protein. The late discoveries of Prof. McCullom wherein the value of the leaves of plants is now better known, place alfalfa meal in the front ranks of feed materials. It is a dry, dusty material and needs the addition of molasses, or other material rich in carbo-hydrates, to lay the dust and to add the carbo-hydrate qualities in which it is deficient. Alfalfa meal requires the addition of molasses and some corn or oats to make it a successful horse feed. To make it a successful dairy feed it requires the addition of some materials higher in protein and higher in carbo-hydrates. Alfalfa meal has a total digestibility of about 51 per cent. No one material is contributing so much to the conservation of oats and corn as is alfalfa meal, yet it is not a satisfactory feed alone.



FRED E. HOERTER
With the Standard By-Products Company

### Oat By-Products

Oatmeal mill by-product, the mis-called oat hulls, when it leaves the mills has the lowest moisture content of all feeding stuffs. It is low in protein, yet rich in carbo-hydrates. It contains about 29 per cent crude fibre. The worst that can be said of it is that it is high in fibre and low in protein, yet that fibre is probably the most digestible of any crude fibre in any feeding stuff, digestion tests showing the crude fibre to be about 60 per cent digestible. This is probably due to the excessive heat in the roasting of the oats before hulling, which would tend to break down the gums and other covering of the fibre, and the fact that it is finely ground. It requires about 320 pounds of oats to make 200 pounds of oatmeal; the balance 120 pounds or about one-third is this material. It is one of the sweetest, cleanest, purest, by-products we have. The requisite protein can readily be supplied and the fibre reduced by balancing it with a material high in protein and low in fibre, and usually some other material is added to lay the dust, the same as in the case of alfalfa meal. It is one of the most misrepresented products we have, largely by people who do not understand its merits. It needs bringing up in the nutrients in which it is lacking and down in those of which it has an excessive amount, the same as all of the others. Its low moisture content, its palatability, the high digestibility of the crude fibre content, make it one of the most ideal mixing ingrediends known. Its digestibility is from 51 to 54 per cent as against whole oats 70 per cent. It has about the same total digestible nutrients as alfalfa meal and almost as many as bran or molasses. It has five-sevenths as many total digestible nutrients as oats, five-eights as many total digestible nutrients as corn.

Wheat bran is a most excellent material in its place. It cannot be fed alone because of its extreme laxative qualities, yet mixed with other materials those same laxative qualities are a decided benefit to the ration. It needs balancing as does any feed product.

The coarse grains are not satisfactory feeds in themselves. They should never be fed without grinding, and none of them make a wholly satisfactory feed if fed alone. None of the grains are high enough in protein to make a satisfactory dairy feed. Hogs will not grow on corn alone. Barley is unpalatable and unsatisfactory with hogs until mixed with other feeds. Even the natural grains need a supplement of some kind to make them satisfactory feeds. All feed materials have their advantages. They all have their objectionable features. Who can say what is a high or a low grade material? A feed material is only high-grade or low-grade, dependent upon the use to which it is to be put. One material may be high-grade for one purpose but low-grade for another. By-products and the mixed feed industry are unalterably linked together. Without the use of by-product materials no mixed feed industry can be successful. The grinding and mixing of the grains with or without the hays can never make a wholly satisfactory mixed feed for any purpose.

Until recently it was thought that the mixing of the pure grains for poultry feed was the last word in poultry feeding. More recent developments now show that the by-products have constantly become more and more a necessity in the successful feeding of poultry. Even poultry cannot be forced to its maximum production, either in eggs or meat, without the introduction of some sort of a feed mixture which contains other than the natural grains or hays. All feed materials need their faults corrected with other materials. To do this correctly and well is the business of the feed manufacturing industry of the United States.

### In Favor of Constructive Legislation

The Executive Committee does not feel that this Association should undertake to prevent anything in the way of legislation which is truly constructive and of practical value to the feeder. The Association should, as it always has, lend its aid in the establishment and the enforcement of all practical and beneficial legislation. The Association welcomes well-enforced, practical, regulatory measures which place every manufacturer on an equal footing. It means fairer competition and greater faith on the part of the consuming public in our products.

With a view to ascertaining if any improvement could be made in the existing system of feeding stuffs control, and with a view to assisting in any such improvement, the Executive Committee have given a great deal of time and thought to investigation of this subject. It has come to the conclusion that only by a Federal law placing all feeding stuffs in the same category and requiring the complete formula of all mixtures to be shown on the packages, coupled with a rigid mill inspection enforcement plan, can anything of additional practical value to the feeder be accomplished. It is likewise the judgment of the Executive Committee that such a law will not be of sufficient value to the feeder over existing laws to warrant the expense of enforcement and the handicap to business. It is needless to cite from a manufacturing point of view the extreme difficulty of complying with such a law.

The outgoing Executive Committee endorse the above as the platform on which the Association should stand in its legislative endeavors with a view to defining more fully the first paragraph of Article 2 of its Constitution, and recommends that the Association by vote shall so instruct the incoming Executive Committee for its next year's work.

### SECRETARY'S REPORT

In his report Secretary L. F. Brown paid particular attention to state feed legislation. Alabama has amended its law to provide against the use of



AT THE ANNUAL CONVENTION AT ST. LOUIS, JUNE 5-6

certain by-products materials. No feeding stuffs may contain more than 15 per cent of fiber unless designed for ox feed.

California requires maximum ash on label and also the percentage of certain filler materials. Florida is considering a measure which provides for moisture content on label, Minnesota has passed a stringent labeling law with revenue features. New Jersey requires a registration fee of 50 cents for each brand. In Washington mixed feeds cannot be sold if they contain more than 10 per cent of fiber. West Virginia adopted a law similar to the proposed Uniform Feed Law. Wisconsin prohibits the use of germinant weed seeds.

He reported that a card index of brand names was kept for the information of members, and that electrotypes of the official emblem could be furnished.

Membership increased by 17, the total now being 177.

Dr. J. W. Kellogg of Harrisburg, Pa., spoke on "The Straight and Narrow Way," in which he traced the history of the feed business through the manufacturing, legislative and ethical sides.

Professor John M. Evvard of Ames, Iowa, spoke on "Practical Experiences in Feeding," on which subject he is an acknowledged authority.

M. E. Dickson of East Lansing, Mich., spoke on "Poultry Feeding," another of those technical papers which make the meetings of the Association so instructive and which have helped build up the industry to its present high plane.

### FRIDAY MORNING SESSION

J. C. Reid opened the second day's session with a motion that a committee of six be appointed to submit a report at the afternoon session on the recommendations submitted in Mr. Chapman's address of the previous day and to make it unanimous or no report at all. This was carried.

The chair appointed J. C. Reid, G. A. Chapman, J. B. Edgar, J. W. Anderson, R. W. Chapin and H. G. Atwood.

This was followed by an able and interesting address by Dr. J. C. Halligan of Memphis, Tenn., on the "Economic Advantage of Utilizing By-Products," in which he showed the undoubted value of oat hulls, cottonseed hulls, rice polish and other by-products which have made feed manufacturing, not profitable, but possible. The paper contained several recipes for feed popular in the South and was of great value.

S. T. Benway of Washington, D. C., with the United States Training Service, made a very interesting talk on the industrial training course the Government started soon after we entered the war in order to use every available man and fit him for a place for maximum production in his chosen trade.

He pointed out that while $700,000,000 was spent annually for education in this country little is appropriated for teaching the industrial lines to help the boys develop for worthier jobs. Fifty-five per cent of the men examined for industrial work were unfit for service and 65 per cent unfit for industrial lines or did not have a job. In classifying the industries the Government found 9,871 different trades.

This is the day, he stated, for industrial training for efficiency. Training means for satisfaction and the day is past when skilled men are replaced by inexperienced help. The question is not how are we going to get foreign trade but how can we defend ourselves and keep the trade we have.

He added that the United States Training Service has perfected a program for improving working conditions, putting plants in shape for increased production, etc., for a number of industries including boot and shoe manufacturing plants, foundries, etc. He hoped the Government continued trade education.

Prof. W. R. M. Wharton, chief of the St. Louis Station of the Bureau of Chemistry of the Department of Agriculture in referring to shrinkage on cotton seed meal stated there was no shrinkage on this product while in shipment or in storage. He warned the delegates that the net weight must be printed on every package of feed. He stated that it was a practice among manufacturers to send their product to the jobber and tags separate leaving it to the jobber to attach the tags and in many cases the jobber in reshipping failed to attach the tags on right which of course is a violation of the law.

F. C. Belser of St. Louis followed with an address on "Manufacturing and Selling Costs—Factors in Business Profits."

### FRIDAY AFTERNOON SESSION

The last session opened up with an address by R. W. Chapin of Chicago, Ill., on "Trademarks." He reviewed some of the outstanding features of trademark law and practice, drawing particular attention to the duplication of marks now in use and the value of referring to the secretary's file, before adopting a new mark.

J. C. Reid then submitted the following resolution which was adopted:

The American Feed Manufacturers Association agrees that any form of efficient Governmental factory inspection will be welcomed by all honest manufacturers.

The Association agrees that no honest feed manufacturer opposes the filing of formulas with state or national feed control officials, when required by law.

The Association agrees that if, in the judgment of Congress the percentage of an ingredient or ingredients in mixed feeds should be stated on the tag or label, then such provision or provisions should require the statement, by percentage, of each and every ingredient in the mixture to the extent of the full 100 per cent, whether or not the feed contains ingredients of so-called low feeding value. Reasonable provision in this event must be made for variations in analyses of constituent ingredients, which variations necessitate slight changes in percentages to maintain the guaranteed chemical analysis.

### NEW OFFICERS

The following officers were elected: President, H. A. Abbott, The Albert Dickinson Company, Chicago, Ill.; first vice-president, F. A. McLellan, The H-O Company, Buffalo, N. Y.; second vice-president, Chas. A. Krause, Chas. A. Krause Milling Company, Milwaukee, Wis.; third vice-president, J. B. Edgar, Edgar-Morgan Company, Memphis, Tenn.; secretary, L. F. Brown, Milwaukee, Wis.; treasurer, W. R. Anderson, Milwaukee, Wis.

Executive Committee: G. A. Chapman, chairman, The Quaker Oats Company, Chicago, Ill.; H. G. Atwood, American Milling Company, Peoria, Ill.; R. W. Chapin, Chapin & Co., Chicago, Ill.; R. F. Deibel, Dixie Mills Company, East St. Louis, Ill.; O. E. M. Keller, Arcady Farms Milling Company, Chicago, Ill.; F. A. McLellan, The H-O Company, Buffalo, N. Y.; The president—Ex-Officio.

Directors: J. C. Reid, chairman, The Corno Mills Company, St. Louis, Mo.; C. U. Snyder, C. U. Snyder & Co., Chicago, Ill.; Jas. Boyce, Purity Oats Company, Davenport, Iowa; J. W. Anderson, Kornfalfa Feed Milling Company, Kansas City, Mo.; Dwight E. Hamlin, Pittsburgh, Pa.; H. Wehmann, International Sugar Feed Company, Minneapolis, Minn.; F. J. Ludwig, Chas. M. Cox Company, Boston, Mass.; F. S. Lodge, Armour Fertilizer Works, Chicago, Ill.; P. R. Park, The Park & Pollard Company, Boston, Mass.; G. E. Hillier, Douglas Company, Cedar Rapids, Iowa; W. A. Reynolds, Southern Cotton Oil Company, Charlotte, N. C.; A. R. Seay, Ralston Purina Company, St. Louis, Mo.; R. P. Walden, Corn Products Refining Company, New York City; F. M. Wilson, Denver Alfalfa Milling & Products Company, Lamar, Colo.; W. R. Smith-Vaniz, Royal Feed & Milling Company, Memphis, Tenn.

Under the heading of unfinished business H. B. Edgar moved that the Association stand opposed to the practice of guaranteeing feed prices against decline. An amendment was added which provided that if any member of the Association finds another member guaranteeing prices against decline to report same to the Executive Committee who in turn prevail against such practice.

A resolution was passed setting the time limit for future delivery on all prepared feed sales at 60 days which is the same as that of the Food Commission rules.

## TRI-STATE SHIPPERS WILL MEET

The second annual convention of the Tri-State Grain Shippers Association will be held in Minneapolis, June 26, 27 and 29. It promises to be one of the largest conventions of the year as a notable list of speakers have been secured.

Among those who have been invited to appear on the program are Chas. J. Brand, Chief of the Bureau of Markets, also a number of his division managers, who will have an exhibit of paraphernalia used in determining moisture contents, foreign matter, etc., and who will explain their use to the delegates. Julius H. Barnes, wheat director and president of the Grain Corporation, and Frank M. Carey, agent of the Food Administration and second vice-president of the Grain Corporation, have been invited to talk about handling the 1919 wheat crop. J. Ralph Pickell, editor of *Rosenbaum's Review*, has been assigned a place on the program. H. J. Farmer, a director of the Farmer Grain Dealers Association of Minnesota, Secretary Riley of the Indiana Grain Dealers Association, Secretary Smiley of the Kansas Grain Dealers Association, and Secretary Stockett of the Northwestern Grain Dealers Association, have also been invited to accept a place on the program. President Gates of the Chicago Board of Trade has been invited to talk on the subjert of "Hedging." B. F. Benson, vice-president of the Minneapolis Chamber of Commerce, will talk on "Co-operation of all grain trade interests." Chas Quinn, secretary of the Grain Dealers National Association, will also speak.

As is their custom with all grain conventions held in Minneapolis, the Minneapolis Grain Commission Merchants Association will tender a banquet to the visiting grain men on the evening of the 27th. A committee has been appointed to arrange for the banquet composed of Col. LeRoy Godfrey of Godfrey-Blanchard Company, A. J. Owens of the Cargill Elevator Company, and J. H. McCarthy, Jr., of McCarthy Bros. Company.

Everything is being done to make the convention worthy of the support of everybody in the grain business and a large attendance is looked for. Much valuable information can be gained by country shippers attending these conventions, and farmer elevator companies, as well as independent dealers, should be represented.

## CONVENTION CALENDAR

June 18-19—Ohio Grain Dealers Association, Cleveland.

June 26-28—Tri-State County Grain Shippers Association, Minneapolis, Minn.

July 8—Pacific Northwest Grain Dealers Association, Portland, Ore.

July 15—Michigan Hay & Grain Association, Hotel Statler, Detroit.

July 16-18—National Hay Association, Hotel Statler, Detroit, Mich.

July 18-19—Northwestern Grain Dealers Association, Lewistown, Mont.

October 13-15—Grain Dealers National Association, St. Louis, Mo.

## INDIANA MEETING POSTPONED

The meeting of the Indiana Grain Dealers Association which was announced for June 13, on account of the conference with Mr. Barnes in New York beginning June 10, has been postponed to July 2, at the Board of Trade, Indianapolis. The meeting of the Indiana Millers will be held the preceding day and as the problems of both will be identical in many respects, no doubt many grain dealers will take in both meetings. The program will be devoted largely to a discussion of the wheat handling plans.

## HAY CONVENTION PROGRAM

The National Hay Association convention, which will be held at the Hotel Statler, Detroit, Mich., on July 16-18 inclusive will have many features of great interest which should attract a record-breaking attendance to Michigan's metropolis. Col. H. C. Jones of Baltimore, who has seen long service in France, will be on the program to tell of his experiences. Walter D. Hines, Director-General of Railroads, will also speak. The full program is as interesting as ever presented to a hay convention.

Addresses will also be made by Dr. H. E. Horton, agricultural commissioner, American Steel & Wire Company; E. C. Eikenberry, ex-president Grain Dealers National Association, Camden, Ohio; Lee G. Metcalf, ex-president Grain Dealers National Association, Illiopolis, Ill.; G. I. Christie, Assistant Secretary of Agriculture, Washington, D. C.

## MEETING IN TEXAS PANHANDLE

President L. F. Cobb of Plainview, Texas, opened the annual convention of the Panhandle Grain Dealers Association at Amarillo, on May 19. He reviewed the activities of the Association for the year.

Secretary W. E. Sloane read his report, showing a busy year, with a balance in the treasury of about $500, which the Association will invest in Government bonds.

Officers elected were as follows: President, L. C. McMurty, Pampa; first vice-president, J. D. Quick, Lubbock; second vice-president, Burton Thornton, Lockney; secretary-treasurer, W. E. Sloane, Amarillo. Executive Committee: J. W. Elliott, Kress; Allen Early, Amarillo; C. R. Slay, Groom; W. E. Stocker, Miami. Arbitration Committee: E. W. Harrison, Hereford; E. S. Blasdel, Amarillo; J. H. Hohlans, Lockney.

Resolutions were presented and adopted as follows: Against Ordering other grains out of Public Storage to make room for Wheat; Favoring Open Market for Wheat, subject only to the Minimum Guarantee; Against the Government Invasion of Private Business; For Reimbursement for Losses suffered by Grain Dealers through Fixing of the Wheat Price.

## PLANS FOR OHIO MEETING

"The fortieth annual meeting of the Ohio Grain Dealers Association will be held at the Hotel Statler, Cleveland, Ohio, Wednesday and Thursday, June 18 and 19, 1919," says Secretary J. W. McCord. "These days will be entirely devoted to the meeting and not for going or returning. Please be present at the opening, 9:30 a. m., Wednesday and stick on the job 'until the last horn blows'; and take it from us, it will be some job; we want assistance and encouragement from every mother's son engaged in the grain business, of the great state of Ohio, and elsewhere.

"Our program will be full and complete, right up to the minute, sharp, keen and snappy with many surprises for you including a fellowship dinner.

"This is our first visit as an association to the beautiful city of Cleveland and may it be so pleasant, so full of enthusiasm and success that we may each and all of us say, 'it was good to be there.'

"Bring your Hymn Book with you, we are going to sing as we never sang before; Billy Cum-

mings will preside at the piano, Vice-president Cook will saw on the fiddle, and Fred (Woodrow Wilson) Mayer will direct the grand chorus in which you will be a big part. Tune up; meet us at the Statler. Yours for a Grand Re-union and 'A Perfect Day.'"

## TEXAS DEALERS MEET

President W. M. Priddy of the Texas Grain Dealers Association called the annual meeting to order at Galveston on the morning of May 23. The attendance was large and the delegates listened with interest while Mr. Priddy reviewed the activities of the Association during the year.

Secretary H. B. Dorsey reported a membership of 332, a net gain of 14 during the year. The financial statement showed $1,000 in Liberty Bonds and $2,252.13 cash on hand.

### FRIDAY AFTERNOON SESSION

The Friday afternoon session opened with a memorial service for the nine members who had died during the year.

D. F. Piazzek, Kansas City zone agent of the Grain Corporation, followed with an address on the wheat handling situation, in which he said that the law conveys to the President almost unlimited power in licensing and the taking away of licenses through Julius H. Barnes, but I do not believe the power will be misused. Your licenses expire July 1. If any know of those who are abusing the license privilege I will investigate and take the license away. You will pay to the producer a price that will reflect the $2.26 basis price Chicago, and will have a handling charge of about 8 cents. I do not believe there is a place, freight deducted, where the farmer will not realize $2. Ninety-nine per cent of the grain passes through the primary handlers, but the farmer can always realize $2 if he cares to load the grain himself, take the risk and ship it to the Grain Corporation and wait for the returns. Crooks live among you because you feed them, leave them alone and they will starve. Bring evidence to me of crooked work. I will see what I can do. The Grain Corporation distributed about 92,000,000 bushels of wheat and we thought the results would be reflected in price of flour, it did not, we failed in our endeavor and Mr. Barnes made up his mind to stop advance of wheat and flour. There is plenty of wheat to feed us until new crop and Mr. Barnes stated we would import 3,400,000 bushels of Canadian wheat. The grain dealer must reflect the Government price to the producer no matter if it sells less in the world's market, ship it to us and get the guaranteed price, you do not lose for you get your handling charge. In the case of Texas seven weeks ago the mills had 1,030,000 bushels of wheat on hand and estimated 30,000 available for further grinding; you needed for normal grinding to July 1, 1,960,000 bushels, when you would then get the new crop so you have nothing to fear.

Railroad embargo has caused you some concern, we may have to use it again this summer. On April 1 there were 11,000 cars and now 20,000 cars will be available for grain shipments and there would be moved in my zone 97,000 cars. The final authority for the issuance of permits will be vested in the zone agent. We may take over some of the seaboard elevators and remove them from private operation. On June 10 there will be a meeting in New York, which will determine the plans for handling the 1919 crop. We are going to continue the reports on wheat but will do away with the reports on coarse grain July 1.

When the soldiers are all home Galveston will get more bottoms to take care of Texas grain.

Charles Quinn, secretary of the National Association, told of the activities of that organization, giving special attention to transportation problems.

President Priddy appointed the following Committees: Resolutions: Tom Connally, Clarendon; E. W. Crouch, McGregor; and G. E. Cranz, Fort Worth. Trade Rules: Douglas W. King, Fort Worth; W. W. Manning, Fort Worth; R. C. Cole, Krumm. Constitution and By-Laws: L. G. Belew, Pilot Point; C. P. Shearn, Houston; W. S. Bell, Crowell.

The day was ended with a boat ride in the harbor, dealers of Galveston acting as host. Refreshments were provided on the boat.

### SATURDAY MORNING SESSION

Ralph Brown of the Bureau of Markets opened the Saturday session with an explanation of official grading.

### ADDRESS BY J. VINING TAYLOR

J. Vining Taylor, secretary of the National Hay Association, delivered an address, in part as follows:

Our Association is 26 years old: is international in scope as well as character; its membership is democratic, covering every state in the union and many parts of Canada. It would be entirely too much of a task today for me to attempt to outline the many reforms that have been brought about during its span of 26 years. But even with all the things that have been accomplished there is yet much to be done, evils to be overcome and reforms to be brought about.

In the past Texas and Arizona, as well as other states, have been oppressed and their development has been retarded by exorbitant rates and unjust discriminations. The states constituting the Pacific Northwest; no more fruitful, no more attractive, and, with respect to difficulties in transportation operation, far less favorably located than you are, have grown and prospered. This condition must not continue and it will not continue if you send the right men to Washington. You have witnessed control of the transportation systems, indirectly it is true, by the railroad executives of the country. If licensed by the people to continue, they can make and unmake individuals and communities, promote or kill undertakings. Indeed, they would again become the invisible government. And this state would be vastly more dangerous than that of former times. With competitive incentive removed, there would be a greater tendency to disregard the convenience, the desire, the rights of the people. The whole problem would resolve itself into a political football to be wielded for the benefit of the party in power. Humanity is alike everywhere, and the condition would be no better or no worse as the political complexion of the country might change.

State officers should take the front-line trenches during the momentous period upon which we are now entering, the period of reconstruction.

Our office has been asked time and again about the licensing of hay dealers, as to whether or not this would be continued after peace terms were ready to be signed. G. A. Chapman, of the Food Administration, writes me through the Law Department of the Food Administration, that the rules pertaining to hay would be automatically discontinued, as the law which created the Food Administration provides that when peace has been officially declared, the Food Administration would go out of existence.

Another bit of information that is well worth passing on to you. Some weeks ago I received from Mr. Brandies, of the Division of Enforcement of the Food Administration, the following letter:

"With the changed conditions incident to the cessation of hostilities, practically all rules and regulations heretofore issued by the Food Administration from time to time governing the business of the handling of grain, flour, grain products and feeds, have been cancelled, and this division therefore advises the general trade in these commodities that we cannot further undertake to aid in the disposition of shipments rejected for any cause by buyers at destination, nor to aid in settling differences that may arise between seller and buyer in the carrying out of trades or in the interpretation of contracts."

I understand from good authority that the carriers must now assess freight on actual weight and not on the shipper's invoice as has been done in many parts of the country and by many railroads. This rule was made when C. A. Prouty was director of the U. S. Railroad Administration.

U. F. Clemons of Oklahoma told of the work of Advisory Committee.

Charles Quinn briefly described the new bill of lading which will go into effect on August 1, and which was, on the whole a fair document for the trade.

B. E. Clement introduced a resolution, which was adopted, protesting against the use of open bills of lading in shipping grain to oil territory and urging immediate cancellation of the order.

Resolutions were adopted, urging that Texas ports be given consideration in the export business; that the Bureau of Markets desist in its participation in the grain and seed business; that dealers be reimbursed for the losses sustained in 1917.

Affiliation with the Southwestern Grain Dealers League was discussed without formal action. By vote the Association affiliated with the Texas Chamber of Commerce.

### SATURDAY AFTERNOON SESSION

After some discussion of the Texas public weighers, D. W. King reported for the Trade Rules Committee, recommending certain changes which were adopted.

Rule 4 was amended to require brokers to send written confirmation to each principal, day of trade, each being in duty bound to wire the other of any discrepancies. A rule was added requiring party who by terms of contract assumes liability for the freight charges to pay the war tax.

Rule 7 was amended to provide first half month shipment shall be first 15 days; last half month shipment shall mean remaining days.

Rule 10 was amended to give buyer same time to divert, rebill or unload car as allowed by railroad tariffs.

As amended rules shall govern all transactions in feedstuffs, flour, grain, hay and seeds.

Rule 24 was amended to require buyers of grain on destination terms to furnish returns to sellers within a reasonable time from day car is unloaded.

Amendment of Rule 28 provides that when shipments are routed by buyer, seller's liability for routing ceases when he furnishes lading in accordance with instructions.

Amendment to Rule 36 by raising quantity oats in carload to 1,250 bushels and adding barley, rye, maize feterita or kaffir 1,000 bushels.

A resolution was adopted endorsing P. G. Holden's campaign for bettering rural schools and agricultural improvement.

The following officers were elected: President, Ben E. Clement, Waco; first vice-president, John E. Bishop, Houston; second vice-president, Robert I. Merrill, Fort Worth; secretary, H. B. Dorsey, Fort Worth. Executive Committee: L. G. Belew, Pilot Point; Allen Early, Amarillo; Douglas W. King, Fort Worth.

---

**THE splendid program of the Northwestern Grain Dealers Association meeting and the unusual entertainment features, at Lewistown, Mont., on July 18, 19, will be given next month.**

## OKLAHOMA HAS LARGE MEETING

On May 20-21 the Oklahoma Grain Dealers Association held one of the best meetings in its history at Oklahoma City. President U. F. Clemons opened the meeting, after J. C. Walton, mayor of Oklahoma City had welcomed the dealers, with the following address:

The past year has been the most soul-trying one the people of this great state have ever been called upon to meet. Our business problems, owing to the war, have been much more serious and perplexing than ever before, and we have been forced to meet and combat the terrible scourge of influenza that swept this fair land of ours from the Atlantic to the Pacific, and from Canada to the Gulf, tearing away our loved ones, leaving their places in the home vacant and the terrible, hopeless heartache behind, which comes well near depriving those who have suffered from its visitation of their reason.

There have been many things that we have been subjected to in our business of handling grain that can be justly and severely criticized, not so much on account of the ignorance displayed in the formation of the plans we have had to work under, as in the persistent following or carrying out of those plans, regardless of any protests or arguments that could be brought to bear regarding the great injustice and hardship that was being done innocent people who were honestly trying to help in all ways possible to win the war.

### Cost of Handling Wheat

The greatest and hardest thing that we have been called upon to do has been to get the Food Administration to believe and recognize the actual cost of handling grain; and it was not to be wondered at, when you that are engaged in the business in practically the same localities and under the same conditions, would vary from 2 cents to 5 cents per bushel in your guess as to what it cost you to handle a bushel of wheat. I said "guess," for that was just what it was in about 97 or 98 cases out of a 100. When you were approached and asked the question there were very few of you who seemed to have any definite idea of what it really did cost you to handle wheat, or what were the legitimate items of expense, and I have never talked with a single man after he had gotten his figures together, who has not expressed surprise at its costing as much as it does. When you find such conditions common among men engaged in a business, can you wonder that it has been hard to establish with, and get the Food Administration to accept our figures; in fact, they never have accepted them, and they tell us we are poor business men if we cannot handle wheat for less per bushel than our figures show. Nevertheless, we now have it thoroughly established that the average cost of handling all kinds of grain in the winter wheat belt last year was considerably above 8½ cents per bushel, not including terminal charges, but it would be unfair to apply this average of Oklahoma, for the average in this state for this last year will exceed 10 cents per bushel.

Whether we can get those in power to give us any consideration on basis of these figures remains to be seen and right here, to my mind, is where those in charge have subjected themselves to the severest criticism for not taking any definite steps to inform themselves accurately as to the truthfulness of our statements when you take into consideration that they are men who never had any experience in handling grain through country elevators, or if they have it was at a time when it could be done for less than half of what it costs today.

### Carrying Charges

However, it is gratifying to note in the "Handwriting on the Wall," that they have received some light and are willing to concede some things now that were advocated and asked for by your committee a year ago, the principal ones being an advance in price of about 1½ cents per bushel on the first of each month from July or August to January or February 1, which would have had the effect of holding back thousands of bushels of wheat in the farmers' bins, that was rushed to market and had to seek storage in the large terminals, paying the transportation in and the insurance, interest and storage on, while in store, and transportation out again, all of which they did finally find out had to be added to the cost to the consumer, while we were forced to carry our elevators full of wheat from July 1 until February or March without any charge, and were not allowed to make any deduction in price to provide for this expense. They are now considering the advisability of allowing us a part of what the terminals have been getting this past year as a carrying charge, so I am told, but if they tie it up with as many strings as they did two years ago, when they tried to do something for us in the way of a storage charge, it will not be worth the time it takes to file the claim. If we can have a storage or carrying charge based on the average of what we have in our elevators from week to week, it will be a great help to us and the means of saving many a man's business from showing a loss.

## THE VALUE OF FUTURE TRADING

G. A. Moore, president of the Kansas City Board of Trade delivered the following address on "The Value of Future Trading":

A few weeks ago a friend of mine mentioned that he had just collected from an insurance company a claim resulting from damage to one of his farm buildings by a tornado, whereupon an Irishman by the name of Levinsky remarked, "I understand how you start a fire, Al, but how in de world do you start a tornado?" The insurance I am going to try to talk about is not of that kind, but might be as badly needed at times.

In considering this subject, let us briefly take up the development of the present system of grain handling. Like many other things which are now a part of our daily life, this system of grain handling is of comparatively recent origin and dates from the time at which production in the United States assumed proportions which created a surplus over home requirements. Prior to this period of large production the world's grain supplies were practically upon a "hand-to-mouth" basis. Storage and handling facilities as we have them today were undreamed of. Transportation was slow, difficult and expensive. Overproduction in some parts of the world resulted only in waste at those points, while other sections were gripped by famine.

The great increase in the production of grain in this country resulting from the opening to cultivation of large tracts of fertile land, the flood of immigration from overcrowded Europe and the advent of the railroad as a means of speedy and economical transportation created the need for market places through which these vast supplies might be distrib-

THE AMERICAN ELEVATOR AND GRAIN TRADE

Thirty-Seventh Year

uted, hence the organization of grain exchanges.

The grain merchants who founded these exchanges had certain definite objects in view, which they set forth in the constitutions of their organizations as follows: To promote uniformity in the customs and usages of merchants; to inculcate principles of justice and equity in business; to facilitate the speedy adjustment of business disputes; to inspire confidence in the business methods and integrity of members and to collect and disseminate valuable commercial and economic information. These grain exchanges have grown to be the great market places for the bread and feedstuffs of the world are a factor generally recognized as essential by all authorities and close students of commercial and economic affairs.

With this introduction we may come to the practical application of the uses of the futures market to the benefit of the grain business.

### How Future Trading Works

The outstanding fact in this connection is that every one of you grain dealers has been benefited by the hedging system, whether or not you have made direct use of the facilities afforded by the market for futures, for the reason that without the hedging system the grain business would be a monopoly in the hands of a few large concerns instead of being conducted by a great number of smaller ones. If there was no balance wheel as furnished by those traders who are willing to assume the risks incident to the business, it would not be possible for you as a country dealer, or for me as a terminal market dealer, to finance our business, unless we had extraordinary private resources—which I have not, I don't know about you grain men down here in the oil belt—as no bank would care to make loans upon a commodity which would be subjected to such violent fluctuations as grain would be without the stabilizing influence of future trading. The banks of Kansas City have great resources and have been able to extend to dealers all the credit necessary to handle the vast volume of grain which pours through our market, but this credit is granted with the knowledge that the grain they are financing is hedged in the future market, which reduces their risk to a minimum. Without the aid of such financing, how many of us could remain long in the grain business?

Let us assume that there is no market for future delivery and to make our illustration apply to normal times, also assume that there is no Government minimum price, such as we now have on wheat. We will say that a farmer customer of yours comes into your office and wants a price on new wheat, to be delivered July 1. You tell him that you will get a bid from your commission man in Kansas City. The commission man receives your wire asking for bid and goes to the elevator operator or exporter for a price. Mr. Exporter says, "I have no bids from abroad at this time and do not know how badly they will want our wheat when it is harvested. While the stuff is selling for $2.85 per bushel now, I have no way of protecting myself if I bought wheat at that price and I have no idea what values will be when the movement begins. To be safe, the best bid I can make you is 90 cents per bushel." Your commission man makes his bid accordingly and by the time it gets to the farmer you will likely have a Bolshevist on your hands. Now compare this illustration, which though merely an illustration, could easily take place, with conditions as they existed in normal times, when you were always able to make the farmer a price, based upon the July or September future, and either hedged the grain yourself, or sold to a terminal elevator operator, commission merchant or exporter who was able to make you the price solely by the reason that there were always operators dealing through grain exchanges who were ready to buy the wheat for future delivery, thus establishing a stable market for the wheat in some cases even before it was raised; a market determined by conditions not only in your state and country, but by world-wide conditions and requirements, ascertained by the complete system of commercial information gathered and disseminated by the exchanges.

### Protection for All

In the same manner a miller can safely make purchases of wheat from farmers in his territory even though he accumulate a supply far in excess of his current needs or sales, thus preventing wheat which he may need badly later from leaving his territory, or conversely can make sales of flour for forward shipment, regardless of whether the market is high or low, knowing that he can fully protect himself by a sale of futures or a purchase of futures, as the case may require. Those engaged in the business of feeding live stock for the market are afforded a means of insuring themselves against loss because of a drastic advance in feedingstuffs, by a purchase of corn or oats for future delivery, which provides protection whether such grain is actually delivered or not, as the futures may be sold out as supplies are secured. In this connection, let me state that a trade in futures can be an absolute hedge without delivery being consummated. The buyer of September wheat does not have to take actual delivery of the wheat covered by his purchase, to avail himself of the benefits of the hedge, as he can sell out his September when he has secured his requirements elsewhere. By the same token a country dealer who sells December wheat as a hedge may never make actual delivery on that particular contract, but will close his contract by a purchase of December when the wheat he has hedged has been disposed of either at a terminal market or elsewhere. Millions of bushels of grain are hedged in the big markets, by dealers who have no intention of handling the grain through those particular markets, but this does not affect the legitimacy or efficiency of these hedging operations in the slightest degree.

With all trading in futures eliminated we would undoubtedly see abnormally low prices during the period of free movement and extraordinarily high prices after the grain had left the hands of the producer. We have heard some complaint from the producer, even under the present system, by which the price paid the producer and charges the consumer are very close together; can you imagine the complaint of both of them if the consumer paid 100 or 200 per cent more than the farmer received? The trader in futures provides a balance wheel by standing between producer and consumer and furnishing a market for either or both upon every business day of the year.

### Farmers Benefit

We are not concerned with the profits or losses of these future traders, but are considering his usefulness and benefit to all branches of the grain trade. The trader who buys December or May corn during the month of November, for instance, is providing a market for the farmer who is selling his corn to you as it is gathered. The man who sells December wheat during the month of October is assuring you millers that you will have a supply of wheat for your rolls that will enable you to make a sale of flour for January shipment, that you might not be able to safely make otherwise. The motive of the trader does not affect his usefulness in any respect; the man who conducts a fire or life insurance business is not a philanthropist. The function of the future trader in grain is vastly more beneficial than that of the speculator in land, who profits solely by the efforts of others.

Hedging is insurance upon profits. The fact that the tendency of the market has been upward during the last few years of turmoil does not prove hedging sales undesirable; in fact, makes them appear all the more necessary as we approach the period of readjustment which may be just around the corner or years removed, but it is certainly on the way. The trader in futures is willing to assume the risk—why not let him do it? If he loses money, it is his loss; if he makes money, he earns it and you have had the protection and made your profit. I, personally, believe that the country dealer who hedges his purchases as made from the farmer and consigns his grain to terminal markets, thereby securing the premium usually prevailing in the open market over bids to arrive, is the one who will be on the safe side during the coming years. This, of course, will not apply to wheat during the coming season unless there is a radical change in Governmental plans, which does not seem likely at this time, but it will apply to coarse grains and to wheat after this crop has been disposed of.

It should hardly be necessary for me to mention that much of what I have said is inapplicable to the conditions we have labored under since entering the war and which will continue to some extent until Governmental control is over. The grim necessities of warfare have set aside many established laws and customs not only in the grain business, but in other activities. Criticism of the actions taken by the grain exchanges during the war should be tempered with reason and forbearance, after considering the multitude of difficulties which beset us. We simply did the best we could and what we thought was to the best interests of our Nation. Let us all hope and work for a speedy return to pre-war conditions.

Judge J. W. Thompson spoke at length on the subject of the "Workmen's Compensation Law," describing the terms of the new state law which will go into effect on June 29.

D. F. Piazzek, zone agent of the Grain Corporation at Kansas City addressed the convention and told of the tentative plans for handling wheat of the new crop. As Mr. Piazzek could not foretell what the rules would be his remarks were of a general character, but he took occasion to say some things that were comforting to the dealers.

He told them that he did not believe that they need worry about the margin of profit as he felt sure that the Administration would see to it that they were well paid for their services. He said that the aim of the Administration was to return the grain business back to the trade just as soon as it could be done with safety. He spoke encouragingly of the railroad situation, saying that the roads had plans well under way for handling the new crop. He warned dealers that they must keep an accurate account of all wheat purchased so that a final settlement could be effected.

President Clemons named the following members of the Nominating Committee: J. S. Hutchins, Ponca City; Fritz Straughn, Oklahoma City; and R. E. Nelson, Clinton.

### THURSDAY MORNING SESSION

The opening session of the second day was started by Thad Hoffman of Wichita, Kan., president of the new Southwestern Grain Dealers League. He stated that the new organization was not antagonistic to the National Association, but that it was formed to take care of the many problems which were peculiar to the Southwest, and which the National Association in its wider scope could not attend to.

Charles Quinn, secretary of the National Association, followed Mr. Hoffman and gave the League his enthusiastic endorsement.

### AFTERNOON SESSION

Carl Humphreys of El Reno described the conference with Julius H. Barnes in New York, but stated that all that was transacted there was tentative merely.

### SECRETARY-TREASURER'S REPORT

Secretary C. F. Prouty of Oklahoma City reported briefly that, although the Association had lost 23 members from different causes, the total membership was larger than a year ago. He reported a balance of $292.56 in the treasury and uncollected dues of $75. So that in both members and finances the Association is in a healthful, though not a plethoric condition.

The Arbitration Committee reported 15 cases filed; nine of them adjusted by the secretary (a good record); four acted on by the Committee; and one held over.

The Resolutions Committee reported that in their judgment it was better to leave unfinished business in the hands of proper committees and not to adopt formal resolutions at this time.

The election of officers resulted in the following choice: President, W. M. Randels, Enid; vice-president, E. R. Nelson, Clinton; secretary, C. F. Prouty, Oklahoma City. Directors: M. E. Humphrey, Chickasha; C. W. Galtry, Enid; S. E. Bouquot, Woodward; Fritz Straughn, Oklahoma City; E. S. Bouldin, Pryor. Arbitration Committee: M. C. McCafferty, Enid; R. H. Conyers, Oklahoma City. Tri-State Board: J. H. Shaw, Enid.

Charles Quinn spoke briefly on the wheat situation and then told of the importance of the National Association to grain dealers of all sections of the country.

A resolution was adopted thanking U. F. Clemons for his able work as president during the past two years, and the meeting closed with a banquet in the Chamber of Commerce Rooms.

## NEW CROP TO BE TAKEN CARE OF

Walter D. Hines, Director-General of Railroads, has authorized the following statement relative to moving the new crop:

The Railroad Administration is giving careful consideration to the measures necessary for the satisfactory transportation of the anticipated large crops of grains. The Department of Agriculture has estimated that the yield of winter wheat will exceed 900,000,000 bushels. A fair estimate of the yield of spring wheat approximates 300,000,000 bushels. The total yield of wheat this year will in all probability exceed the total of last year by from 300,000,000 to 400,000,000 of bushels. No estimate of other grains is, of course, possible at this time, but barring unusual climatic conditions, it can perhaps be properly expected that the tonnage in grain that will be produced this year will exceed that of last year by a considerable margin.

The stable price fixed last year by the Government on wheat naturally provoked a desire on the part of producer to realize his earnings as quickly as possible, and since a stable price has again been fixed by the Government for this year's crop, it is assumed a similar condition will obtain. Last year this economical condition, coupled with more or less disarrangement in ocean tonnage and consequent disruption in shipping, resulted in such an acute situation at the interior grain markets and at seaports, that it became necessary to install the so-called "permit system" which was early made operative at the ports, and in September, 1918, at the principal interior markets.

The permit system is a highly beneficial system of controlling traffic at the sources to prevent serious congestion on the road and at destination. This system prevented in the fall of 1918 a serious transportation paralysis of former years due to widespread congestion of traffic which had been shipped but which could not be disposed of at destination. This paralysis of traffic in former years was most apparent in the East but its injurious effects were felt throughout the country. It was the principal cause of car shortages in every part of the country and slowed down the movement of traffic and impaired the transportation service everywhere.

While the permit system at the ports is still in operation, it was suspended a few months ago at the interior markets, due to improved ocean shipping and the fact that the bulk of grain had been moved. It is, however, to be expected that the system will again be inaugurated with the opening of the new wheat season, and in view of that probability the Railroad Administration is already preparing the necessary machinery so that it may be prepared to act without delay at the proper time. Conferences have already been held with representatives of the Grain Corporation.

As graphically illustrating the necessity of regulating the transportation of this tonnage, and the results obtained from such regulation, the following facts are of value and interesting: For the nine months of the crop year, July 1, 1918, to May 1, 1919, there passed through the grain handling facilities of the country—elevators and mills—a total of 3,440,236,000 bushels of all grains, although the highest point of grain storage of all kinds, at any one time in that period, was 480,000,000 bushels. That is, in nine months the flow of grain was seven times the quantity which accumulated in storage at the highest point during that period. This is a direct illustration of the necessity of keeping the grain handling facilities of the country liquid, to avoid the distress to all interests that would follow the blocking of this flow of grain.

The permit system as operated last year contemplated the closest co-operation between the Railroad Administration and the United States Food Administration-Grain Corporation. The local representatives of the Grain Corporation were in daily contact with Grain Control Committees at each market, and in view of the very comprehensive data and information in their possession as to storage facilities, anticipated movements out of markets, the needs of different sections of the country, not only as to wheat but as to other cereals that flow coincidentally with wheat, etc., were of invaluable aid in the accomplishment of the permit system with a minimum economic disturbance. The same character of assistance is being arranged for from the Grain Corporation, or the Wheat Director, in anticipation that it will be necessary to reinaugurate the permit plan within the next one or two months.

The Wheat Director is as vitally interested as the Railroad Administration that the grain tonnage shall be handled with the least possible friction as between all interests concerned, and is in entire harmony with the Railroad Administration as to the plans proposed in that direction.

# NEWS LETTERS

## NEW YORK
C. K. TRAFTON - - CORRESPONDENT

THE annual election of officers of the Produce Exchange was held on June 2, and all the retiring officers were re-elected, there being no opposition to the regular ticket named by the Nominating Committee. Therefore the following will continue in office: President, Edward Flash, Jr., of the Edward Flash Co.; Vice-president, Walter B. Pollock of the New York Central R. R. Co.; Treasurer, Edward R. Carhart of the Battery Park National Bank. The following were elected to serve two years on the Board of Managers: Lyndon Arnold of R. S. Barrie & Co., W. A. Johns of Swift & Co. Inc., J. B. Smull of J. H. Winchester & Co., L. W. Forbell of L. W. Forbell & Co,, H. R. Howser, grain dealer, and B. H. Wunder, flour receiver. Alfred Romer, a former president, was elected a Trustee of the Gratuity Fund.

* * *

The Board of Managers of the New York Produce Exchange has admitted the following applicants to membership: Charles A. Connor of Macwatty & Flahive, grain merchants; John V. D. Lambrecht of C. W. Andrus & Son, commission merchants; Alfred W. Palmer of the Marshall Milling Company; Arthur T. Smith of the Harry G. Gere Company, Inc., grain and hay. An application for membership has been received from David A. Noyes of Noyes & Jackson, commission merchants of the Chicago Board of Trade.

* * *

G. W. ("Walter") Beaven, formerly active and popular in the local grain trade, but now general manager for Lamson Bros. & Co., commission merchants of the Chicago Board of Trade, came to this city early this month and was warmly received by his host of old friends on the Produce Exchange. In discussing the matter of increased commission rates on the Board of Trade, Mr. Beaven stated that the revision was a decidedly wise step as it was made necessary by the increased cost of doing business in all lines, and in addition it would doubtless serve to increase efficiency.

Respecting the prices ruling for corn, he said that there is not any question but that corn has a fixed feeding value, but still, in a speculative way conservatism should be exercised at this time as there is nothing in sight to cause more than the ordinary market changes due to supply and demand. In a word, there is nothing to stimulate speculative activity on either side. The current prices for new crop futures, namely December, should be against short selling until we know more about the probable production because, for one thing, the crop at present is backward, although there is no evidence as yet of anything seriously wrong.

* * *

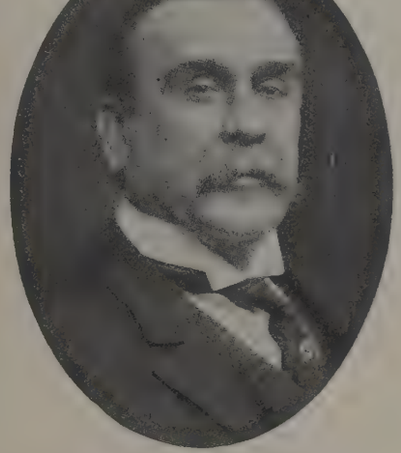
Thomas M. Blake and his son Thomas, Jr., old members of the local grain and hay trade, have formed a partnership with Edward H. Dobbs, for several years a members of the firm of Muir & Co., grain importers and exporters. The new firm will be known as the Blake-Dobbs Company and will do an export and import business in grain. It is entirely distinct from the original firm of Thomas M. Blake, which consists of T. M. Blake and his three sons. The old firm will continue a local distributing business in grain, hay, etc., as formerly.

* * *

David H. Wiegmann, well known for many years in grain and flour circles all over the country, spent several days on the Produce Exchange recently after an extended trip through many states east of the Mississippi River from the South to Maine, and gave a decidedly interesting summary of his observations as to trade conditions generally, especially as affecting grain and flour dealers, crop prospects, and the like. He spoke optimistically regarding the outlook, not only for flour, but for business generally, being of the opinion that everything will come out all right if all hands will remain calm and patient and refrain from "rocking the boat." He found trade generally inactive as virtually everyone was going slowly, awaiting developments; primarily, of course, the signing of the peace treaty. Nevertheless, nearly everywhere he found business men prepared to do business ere long, or say in about 90 days. This was especially true in the South where they are expecting a brisk business in cotton, especially when ships become more abundant. In the main people in the South seem to be decidedly hopeful. He said that it was an interesting and noteworthy fact that practically everyone there was inquiring for the best brands of flour available, wanting chiefly choice patents. Practically everyone he talked with was strongly in favor of the return of the railroads and telegraph lines to private owners.

* * *

The death of Edward G. Burgess, which occurred on June 1, at his home in Montclair, N. J., came as a severe shock to his many friends not only on the New York Exchange, but in other grain and export circles throughout the country as well. Mr. Burgess was widely known for many years as president of the International Elevator Company, operating a large fleet of floating elevators in New York harbor, and was universally esteemed and admired because of his sterling business principles, as well as for his fine personal character. He was one of the most valuable men on the Produce Exchange, having always taken an active interest in its affairs. Besides lending valued assistance as a member of



EDWARD G. BURGESS

various committees, he served as vice-president in 1901-1902, and for the two succeeding terms he filled the presidency. At the time of his death he was a Trustee of the Gratuity Fund. He was born at Albany, N. Y., on August 15, 1844, and came to New York City when still a boy, being engaged in the grain elevating business with his father in the early "sixties." During the next three decades there were numerous changes and consolidations, the present company being formed in June 1891, with Mr. Burgess as president. In 1867 he married Elizabeth Mary Atkins, who died in 1909, leaving three sons, Charles E., who is also identified with the elevating company, Edward G. Jr., and Herbert R. Following his removal to Montclair in 1874, he became prominent in three of the leading local clubs and also took an active part in church affairs, being vestryman of St. Luke's Episcopal Church for many years. About two weeks prior to his death a severe attack of stomach trouble necessitated his removal to the hospital, but the ultimate cause of his death was given as heart failure. The funeral was attended by a special committee appointed by the Board of Managers of the Produce Exchange as a mark of esteem, as well as by many other members and old friends.

* * *

Ernest L. Cleverley has been appointed manager of the New York office of Jackson Brothers, commission merchants of the Chicago Board of Trade, and will have charge of the Produce Exchange end of that firm's recently installed private wire. Mr. Cleverley became associated with The Wheat Export Company, Inc., shortly after its organization, but before long severed that connection to join the Royal Air Forces at Toronto. Following his release from that service, he returned to The Wheat Export Company temporarily, leaving subsequently to become manager of the New York office of Broomhall's *Corn Trade News*.

* * *

The conference of grain trade representatives with Julius Barnes, United States Wheat Director, brought a number of prominent Chicago men to this city this month. Among those who visited their friends on the Produce Exchange were: Leslie F. Gates, president of the Chicago Board of Trade, a member of the firm of Lamson Bros. & Co.; James A. Patten, the well-known grain operator; his brother H. J. Patten of Bartlett Frazier Company; Frank B. Rice of the Star & Crescent Milling Company and F. S. Lewis of F. S. Lewis & Co.

* * *

Charles A. Robinson, familiarly called "Gus" by his host of friends in the grain trade here and in the West, head of the old firm of Robinson & Sweet, New York and Chicago, returned to his post on the Produce Exchange early this month after an absence of about three months, most of which time he spent in Great Britain.

* * *

Edward Weed, one of the Produce Exchange representatives of the Nye, Jenks Grain Company, recently returned to his old stand on the floor and received the hearty congratulations of his friends and associates upon his unexpectedly rapid recovery from the effects of a serious automobile collision. One of the chauffeurs was killed in the accident and for a time it was feared that Mr. Weed had suffered concussion of the brain. Hence there had been some fear that he might not be able to get back in months.

* * *

According to a notice posted on the bulletin boards of the Produce Exchange, the Canada Atlantic Grain Export Company has been organized. Moses Cohen, active for many years in the local and Winnipeg grain markets, is its president and representative on the Produce Exchange.

## LOUISVILLE
A. W. WILLIAMS - CORRESPONDENT

LOUISVILLE elevators and grain houses have not been especially busy during the past month, general movements having been quiet. However, retailers were fairly busy during May, due in part to the fact that the spring races at Louisville, lasting 20 days, brought more thoroughbreds to the city than during any previous race meeting on record, resulting in a good demand for corn and oats, mixed and mill feeds, and hay and straw. The race horse owners want rye straw, and are willing to pay a premium of about a dollar a ton to secure it. Since the races closed prices of rye straw declined, while they advanced at Latonia, Ky., where the meeting is now in progress.

* * *

Crop conditions during the month have not been especially good in this locality there having been a period of almost six weeks of rainy weather, which is reported to have injured wheat, rye and early corn. Much corn is still to be planted, the fields having been too wet for plowing. It is claimed that the wheat crop will be late, and will not show the yield that was promised earlier in the season. However, growing conditions have been good since June 1.

* * *

Prospects are for excellent crops of blue grass seed and orchard grass seed, although acreage as a whole is smaller than in normal years. Growing conditions have favored these crops, and indications are for a 600,000 bushel bluegrass crop as against a normal 400,000 bushel crop, as the per acre yield promises to be much higher. Surplus stocks of blue grass and orchard grass were cut down to almost nothing, resulting in no carry-over. However, Missouri will kick in with a big crop this year, which will aid materially, as last year's crop was a failure. It is reported that indications are for very high prices due to an expected European demand, along with the fact that the farmer is in position to hold for his price.

* * *

Loss of distilling business has reduced handlings through Louisville materially, and reduction of military operations at Camp Taylor and Camp Knox have further reduced movements of grain and hay. However, the brewers are operating on a better schedule, and there is a possible chance for their continuing in business. The Louisville Board of Trade has forwarded resolutions to Congress calling on that body to extend the prohibition date until January 16, 1920, alleging that the need for war time prohibition is over, and that many millions of gallons of whisky in bond will be held up without a market if prohibition becomes effective on July 1.

* * *

In Louisville shipping circles there is a strong rumor to the effect that the railroads may be returned to private control within 60 days. However, just how they could be financed is a question. While Louisville shippers are strongly in favor of private control, along with open terminals, direct routing, and interchange of cars and equipment, still they do not favor any action which will result in chaotic conditions in the traffic world. Interviews in local newspapers taken from numerous larger shippers show

a complete success, and furnished its proper portion that conditions locally have been much better during the control period, due to elimination of the old methods of the Louisville & Nashville, which always refused to switch competitive freight.

* * *

Although supplies of soft winter wheat in the hands of Southern millers, and in the hands of farmers, elevator men, etc., were practically exhausted when Julius Barnes let down the gates on Canadian wheat, prices dropped sharply through sympathy, although Canadian or spring wheat can not be used by the Southern millers, and the action of the Grain Corporation did not increase the available supply. Millers in the Louisville section are running full time in some instances, with wheat in hand or prospect to carry them until about June 18. Many mills in the South are down.

* * *

Boat lines operating on the Ohio and inland rivers of the state have been giving very poor service to the country grain shippers, many lines having discontinued due to the high cost of labor and fuel, and low freight rates. There have been numerous changes in the lower Ohio River trade of late.

* * *

W. H. Henderson, wealthy retired Lexington grain man and miller, recently died at his home in that city of heart trouble. Mr. Henderson operated a large plant for several years, but was put out of business when his property was condemned for so called city improvement purposes. Mr. Henderson made a long and expensive fight through several courts.

* * *

Oscar Farmer, Jr., 41 years of age, junior member of the hay and grain house of Oscar Farmer & Son, Louisville, recently died at his home in Louisville of heart trouble. He was a native of Shelbyville, Ky., but resided in Louisville about 20 years. He is survived by a brother, son, wife, father and sister.

* * *

The Enterprise Coal & Feed Company, Louisville, recently amended its charter, increasing its capital from $7,000 to $28,000 to take care of increased business.

* * *

Amended articles were recently filed by the firm of Nesmith, Wilkes, Seaman Company, changing the title to the Wilkes & Seaman Company, of which J. H. Wilkes, Frank N. Nesmith and Earl I. Seaman are the principals. The company handles flour, feed and grain.

* * *

Sebastian Zorn, head of the grain house of S. Zorn & Co., was re-elected president of the Louisville Water Company, at the annual election. This is a part time position, and pays $5,000 a year.

* * *

George F. Korfhage, feed dealer on Preston Street, recently paid $61,000 for the fine plant of the Falls City Brewing Company, sold at public auction. Mr. Korfhage plans to either make near beers or remodel the plant as a feed mill.

* * *

John W. Newman, former Kentucky Commissioner of Agriculture, and wealthy resident of Woodford County, will again run for the office on the Democratic ticket this fall. Mr. Newman was an excellent state officer, but hurt his chances of re-election a few years ago when he rid the state of the hoof and mouth disease. In so doing he played no favorites, and destroyed every infected herd that he could discover. This won him a few friends, but many enemies.

## CINCINNATI

CLYDE LEVI - CORRESPONDENT

THE Cincinnati hay market has been fairly active during the past month, and while it has not been all that could be desired in either volume of receipts or sales, a feeling of general satisfaction is evident among the members of the local exchange. Early in the month, due to light receipts and a heavy demand both from local consumers and those in Southern points, slight advances were made and prices held steady at the advanced quotations for two or three weeks, only receding during the latter part of the month, and then dropping only to the former level.

This decline was the result of a falling off in the demand from some sources, the receipts continuing light. However, at all times the offerings were taken easily and promptly, concessions being made on but few days. Evidence is becoming stronger that stocks held by producers are becoming exhausted, especially in the better grades, and it is thought that much more hay could have been sold advantageously had it been forthcoming. The month closed easy and quiet, but it is believed this was more the result of a scarcity of stocks than any falling off in demand.

Generally speaking, the market for wheat has been dull, many days passing upon which sales were very small, and even some when no trading in wheat was done. This undoubtedly was due to the dullness of the flour market, demands from millers being exceedingly scarce. Under the influence of this condition prices were off, although declines were not large. At times sales were slightly stimulated by concessions, but in the main the market was dull and inactive. Receipts have been comparatively light, stocks on hand fairly large and shipments small. The month closed as it started, with the market very sluggish.

Corn also showed very little activity, generally speaking, although at times the demand for top grades was fairly large. Prices followed the fluctuations of the wheat market, advancing slightly early in the month, with concessions towards the close. Stocks on hand are fairly large, with receipts exceeding the demand. The market for oats was fairly firm, prices being maintained, under the influence of a demand of fairly satisfactory proportions. Receipts were light and business generally good. Barley and rye were generally firm and demand good. Mill feed was dull and inactive.

The market generally reacted to any slight influence, either adverse or favorable. During the month the need for better terminal facilities in Cincinnati was forcibly brought to the attention of the public generally, and the grain and hay men in particular, when such a slight accident as a derailed switch engine was enough to put the skids under the market for the day. The engine jumped the track in such a position as to shut off access to the plugging track and seriously interfere with other sidings.

* * *

The Early & Daniel Company have had plans drawn up for the erection of an addition to their storage building at Sixth and Freeman Avenues. The addition will be 115x43 feet and will cost approximately $10,000.

* * *

John Lindsay of the Grain and Hay Exchange made his appearance for the first time in a long while at the session of May 12. Mr. Lindsay was confined to his home for quite a while and the members tendered him a hearty welcome on his return.

* * *

The Cincinnati Grain and Hay Exchange has sent E. A. Fitzgerald, H. Lee Early and D. J. Schuh as representatives from the Queen City to the New York conference with Wheat Director Julius H. Barnes.

* * *

The news of the death of Charles B. Eggleston was quite a shock to the Cincinnati grain men. Mr. Eggleston was 70 years old and for 25 years was a member of the Chicago Board of Trade. Previous to operating in Chicago, Mr. Eggleston resided in Cincinnati, in which city he was born. His body was shipped from Pasadena, Calif., where he died, to Cincinnati for burial.

* * *

Ray Herzog, of the Cleveland Grain Company, recently returned from service in France, exhibited at the Grain and Hay Exchange a collection of money he gathered in France, England, Italy and Germany. In value the collection, which totaled 30 pieces in silver, amounted to about $1.15 in United States money.

* * *

Spontaneous combustion is believed to be the cause of a fire which damaged the warehouse of Fedders & Son, Covington, Kentucky, grain and hay dealers, recently. The fire was discovered by the watchman after it had gotten a good start. The damage is said to be in the neighborhood of $40,000 and is covered by insurance.

* * *

At the Exchange's session of June 4 the important topic of handling the this year's wheat crop was discussed. The president of the Exchange, E. B. Terrell, and former president, E. H. Fitzgerald, who are to attend the general conference at New York, listened attentively to talks made by members of the association as to what the conference ought to do. They will base their action at the conference on this information.

* * *

John A. Morris, manager of the Cincinnati Terminal, Railroad Administration, was notified recently of his appointment as chairman of the Grain Control Committee, that will have jurisdiction over the issuing of permits for the shipment of grain to Cincinnati. O. F. Lewis of the B. & O. will be the traffic man of the committee. The Food Administration representative is yet to be named.

* * *

Seventy-five automobiles were used by the local Exchange in the transportation of the merry-makers to their picnic and barbecue at Tom Cody's farm. There were approximately 500 out-of-town guests present. They were taken for a sight-seeing trip in the morning and were also taken to the plug track and shown how the large receipts of hay are handled. In the afternoon, everyone went to the "Farm" and to use the Bingville Bugle's description: "A good time was had by all." The baseball game between the single men and the "bald-head" contingent was of the comedy that is always prevalent on these occasions. Chairman Harry Niemeyer of the Entertainment Committee sprung quite a few surprises among them bringing a "jazz" band that made a hit with the crowd. Another thing worth mentioning was the presence of and abundance of "eats" and liquid refreshments. The latter when piled up in kegs made quite an imposing spectacle and commanded the admiration of the entire bunch on their arrival. Along towards evening the "spectacle" diminished, and when everyone was ready to go home the supply of liquid refreshments had completely vanished.

* * *

Authority was given to the Brouse-Skidmore Grain Company of Cincinnati by the Secretary of State at Columbus to increase the capital of the company from $12,000 to $25,000. The business of the company will continue to be conducted at the plant at Sixth and Carr Streets.

* * *

At a meeting at Columbus, composed of about 200 farm bureau officers, farmer delegates, grain dealers and millers, an agreement was reached as to the price to be paid the farmers for their wheat in the different communities throughout the state. The following scale was agreed upon for the counties of Scioto, Pickaway, Fairfield, Madison, Franklin, Licking and Union: at the elevator for No. 1, $2.11 to $2.13; No. 2, $2.08 to $2.10; No. 3, $2.04 to $2.06. Farmers were cautioned against forcing their grain on elevators at times when they are filled to capacity and against accepting prices substantially below those agreed upon. A series of 15 conferences will be held in various parts of the state to work out plans to handle the wheat crop in a way mutually beneficial to the farmers and grain dealers. It was also agreed at this meeting that the price for wheat throughout southeastern Ohio would be $2.08 to $2.17 a bushel, this to be the minimum price.

## PHILADELPHIA

F. W. COLQUHOUN - CORRESPONDENT

EXPORTS of grain from the Port of Philadelphia are beginning to show increases due to the Government not monopolizing the port's facilities as they have been doing for many months. It is estimated that the Government is now reserving but 50 per cent of the facilities for their use. This leaves the other half at the disposal of individuals and firms.

Advocates of additional grain elevator facilities at this port point to this condition as another point in favor of their argument. Although the railroad officials have not as yet taken any definite action regarding to the establishment of more adequate facilities for grain exporting, it is expected that the committee having the elevator situation in charge will lay the fact of the increased grain exports at this time before the railroad officials, in an effort to obtain for the port more elevator space.

* * *

Rules for the inspection of barley have been adopted by the Commercial Exchange to become effective June 13. No. 1 barley shall be sound and plump, bright, clean and free from other grain and not scoured or clipped, shall weigh not less than 48 pounds to the measured bushel. Malting barley shall be sound and sweet, not scoured or clipped, reasonably free from seeds, other grain and foreign matter, and weigh not less than 46 pounds to the measured bushel. No. 2 barley shall be sound, of healthy color (bright or straw color), reasonably clear and reasonably free from other grains and seeds and not scoured or clipped, and shall weigh not less than 46 pounds to the measured bushel. No. 3 barley shall include slightly shrunken or otherwise slightly damaged barley, not good enough for No. 2, and not scoured nor clipped and shall weigh not less than 44 pounds to the measured bushel. Feed barley shall test not less than 40 pounds to the measured bushel, shall be cool and reasonably free from other grains and seeds and may include barley with a strong ground smell or slightly musty or bin smell. Rejected barley shall include all barley testing under 40 pounds to the measured bushel or barley which is badly musty or badly damaged and not good enough to grade feed barley, except that barley which has been chemically treated shall not be graded at all.

* * *

Cecil Wilson, son of John Wilson, hay receiver and a member of the Commercial Exchange, who has been overseas for over a year, has returned to this country. He gained the rank of First Lieutenant. He has now entered the business with his father at a point which he left to go to war.

* * *

A testimonial dinner will be given First Lieutenant Cecil Wilson, Corporal Robert Bean and Sergeant Marshall Ford, three members of the Commercial

Exchange, who have recently returned from overseas with Uncle Sam's forces. The dinner will be held at the Lu Lu Country Club, Edge Hill, Pa., June 17, and will be given by their grain friends of the Exchange. Indications point to a large gathering.

* * *

Albert J. Dando has been appointed by A. L. Parker, superintendent of the U. S. Railroad Administration Pennsylvania Railroad, Eastern Lines, as grain agent with offices in the Bourse. Announcement is made by Mr. Dando that when refund credits are issued by his office for excess payments they must be taken advantage of within 15 days from date of issue.

* * *

Stewart Unkles, representing the Hecker-Jones Jewell Milling Company with offices in the Bourse, and Schank, Hutchinson and Field, grain dealers, Hightstown, N. J., have been proposed for membership in the Commercial Exchange.

* * *

Fred E. Watkins, vice-president of the Cleveland Grain Company, Cleveland, Ohio, who is on an auto trip through the Eastern section of the country paid a recent visit to William P. Brazer & Co., grain dealers in the Bourse.

* * *

Stocks of wheat in public warehouses June 1, according to the report of the statistician of the Commercial Exchange, totalled 316,756 bushels as against 1,288,635 bushels May 1 and 123,299 bushels on June 1, 1918. On June 1 there were 68,937 bushels of corn and 1,011,671 bushels of oats in the warehouses as against 69,835 bushels corn and 721,272 bushels oats on May 1, and 464,111 bushels of corn and 1,642,504 bushels of oats on June 1, 1918.

* * *

John R. Rodgers of Richardson Bros., grain, flour and feed brokers, and Miss Elsie I. Erb of the same firm, were married May 28. After a honeymoon through New York State, the couple returned to this city and are planning to begin housekeeping.

* * *

George G. Omerly, Jr., is now in the grain business with his father, who is president of the Hancock Grain Company. George G. Omerly, Sr., is well known to the trade here because of his many years connection with the grain business.

* * *

The following number of cars were unloaded at Philadelphia during May: At Girard Point—2,562 cars of grain, consisting of 641 cars of wheat, 1,390 rye, 40 corn, 395 oats, 90 barley, and 6 of buckwheat; at Port Richmond—1,618 cars of wheat, 231 rye, 47 oats, and 11 barley; at the 20th St. Elevator, 94 cars of oats and wheat.

* * *

Fairly large quantities of oats are arriving here in transit for shipment abroad through this port. The shipments are for use by the armies of occupation in Europe and are being made on the program of the Wheat Export Company.

## TOLEDO

H. F. WENDT · CORRESPONDENT

PROBABLY no applicant for membership in the Toledo Produce Exchange ever experienced more difficulty than did J. Ed. Churchill, manager of the grain department of the Churchill Grain & Seed Company. Members of the 'Change must have their little joke occasionally, and with corn and oat fluctuations narrowing and activity in the seed pit subsiding, attention was diverted to the application of "Big Ed." Several of his closer friends took advantage of the opportunity to cover his application with various "remarks" regarding his "record." One intimated that he carried a number from a Federal institution. Another demanded an official "inspection" the same as identifies grain and seed entering the city. The inspection department after perusing the grain standards rules declared there was no regular grade applicable, thereby throwing same into "No Established Grade," and the certificate issued, carrying all the formalities of the law, showed analysis as 36 per cent pure and 64 per cent inert matter.

President Fred Mayer, of the Toledo Produce Exchange, addressing Churchill in the special meeting of the Board of Directors called to vote on the new member, said: "It is always customary for one in becoming a member to take a vow. Do you promise and swear to be a good, truthful and cheerful member? Do you agree to be always courteous to all members? Will you agree to always help a fellow member in distress—if he needs a cigar or a drink? Last of all to make this oath binding, it will be necessary for you to forgive all your enemies on the Exchange." In responding, Churchill declared he would not buy a drink for anyone; nor could he see his way to forgive his enemies on the floor, as one of them had talked 15 minutes in favor of his election and 16 minutes against it, and ended by advising him to withdraw his application. Ed. was unanimously elected.

* * *

John G. Steuer, who recently became manager of the new Toledo branch of Simons, Day & Co., of Chicago, started as messenger boy on the floor of the Toledo Produce Exchange at the age of 11 years and can boast of a wide experience in the trade. A period of 25 years was spent with the Western Union, during which time he became manager of the 'Change floor office. In 1907 he was made local representative of Miner & Co. From 1908 to 1915 he was manager of the Toledo branch of the Walter Fitch & Co., another Chicago firm. He then went with Harris, Winthrop & Co., and was with that concern until 1918. He is a familiar figure on the floor of the



JOHN G. STEUER

Toledo exchange and is popular among the traders. His wide acquaintance among the grain trade makes him a valuable man to the firm he now represents.

* * *

An understanding regarding the price of wheat for Lucas County and surrounding territory was reached at a wheat marketing and grading conference of 200 farmers and grain dealers held in Toledo June 5. The farmer probably will receive approximately $2.12 to $2.15 for No. 1 wheat; $2.09 to $2.12 for No. 2; $2.05 to $2.08 for No. 3, and everything under No. 3 will be sold on merit.

These prices are based on the Federal guarantee of $2.39½ at New York with allowance for the margin of the local grain dealer, freight to market, and terminal charges. Farmers were cautioned against forcing their crop on the market following harvest. Since the guarantee offers no incentive to store grain it was recommended to Julius Barnes, head of the Grain Corporation, that the farmer be allowed, in addition to the minimum price, a storage charge of one cent a bushel for each 15 days beginning July 1 and continuing to October 1, when the increase should be one cent per bushel per month for three additional months.

* * *

The Toledo office of the Food Administration Grain Corporation reports that all wheat has been moved out and that preparations are being made for the new crop.

* * *

With himself as chairman, Mayor Schreiber has appointed an advisory commission of 57 members to aid H. V. Buelow in conducting the sixth annual National Farmers' Exposition, which will begin December 4 and last to December 12, in the Terminal Auditorium. Manufacturers, farmers, salesmen, newspapermen and others, who will advise on questions concerning their interests, compose the commission. Buelow reports a large per cent of the available space for the exposition already taken. The United States Department of Agriculture, and the Ohio, Michigan and Indiana departments will furnish experts to give lectures with movies each day of the show.

* * *

Toledo grain and seed firms are serving their friends by assisting in making arrangements for them to see the championship bout to be held here July 4. "Supply and demand rule. That's what puts some of the Willard-Dempsey seat prices to $60.00," says Southworth & Co. "It's also going to make them a scarce article. Looks as though this affair would not suffer from any overproduction of seats even though arrangements are being made to handle 50,000 fans."

* * *

Fifty grain dealers of northwestern Ohio met recently at Norwalk to discuss wheat handling under the war-time provision, which guarantees $2.26 to the producer. Representatives of farmers' co-operative companies were present. They were particularly anxious to learn their status because of the fact that they sell their own grain. Speaker predicted that wheat will sell in the open market about $1 under the Government's guaranteed price. Among the speakers were Fred Mayer, president of the Toledo Produce Exchange; J. W. McCord, secretary of the Ohio Grain Dealers Association, and H. W. Robinson of Cleveland.

* * *

A dinner at the Commerce Club started the regular meeting of the Toledo Produce Exchange Traffic Association on May 27. Thirty members of grain and milling interests of the city were in attendance.

* * *

"Belgians are plucky and thrifty," says C. A. King & Co. "The day after the armistice was signed one wrote us wanting to do business. He was in the army at the time and the Germans had not yet evacuated his home city. The Huns did an immense amount of destruction to cripple Belgian industries and competition."

* * *

Fred Mayer, president of the Toledo Produce Exchange, and David Anderson, president of the National Milling Company, represented the local Exchange at the New York meeting of Julius Barnes, and representatives of the grain and flour interests throughout the country, June 10.

* * *

"Five cent bread is impossible," says C. A. King & Co. "Some women are unreasonable. War inflated everything and almost everybody. World has more paper money out than ever before. United States has twice as much as before the war. Why should grain go to a pre-war basis while most other commodities continue on a war basis? Grain farmers were restricted during the war while farmers were not. Many farmers' boys who went abroad have been lured by greater city attractions. Farm labor is hard to secure. They work by the sun and not by the clock."

* * *

Hay continues in good demand with receipts running light on the local market. Failure of the last crop is responsible for the light arrival. New hay cannot be expected for six weeks and prices are expected to hold at a high level until that time. New crop prospects are good. June 11 quotations follow: No. 1 timothy, $40.00; No. 2, $38.50; No. 1 light mixed, $39.00; No. 1 mixed, $37.00; No. 1 clover hay, $31.00; No. 1 wheat straw, $8.00; oat straw, $8.00.

* * *

A number of Exchange members will be visitors at a meeting of the Co-operative Elevator Association, June 16, at Pemberville. Among them will be: Ben Hofner, operator for the Toledo branch office of Hulburd, Warren & Chandler, William Cummings of J. F. Zahm & Co., Lester Howard of H. D. Raddatz & Co., Harry Askam, E. B. Slawsam, Charles Keilholtz of Southworth & Co., George Woodman of the Rice Grain Company, and Clarence Schaaf of De Vore & Co.

## DULUTH

S. J. SCHULTE · CORRESPONDENT

SOME interesting announcements of changes in houses operating on the Duluth market have just been made. Parker M. Paine, operating as the Paine Commission Company, and holding the franchise of Logan & Bryan's wire on this market, has disposed of his business to Ray Newell, who will conduct it in future. The latter in turn retires from the Standard Grain Company, which will be continued by W. H. Kiichli, who has bought out Mr. Newell's interest. Mr. Paine has been connected with the Duluth Board of Trade for 33 years. He entered the business with his father when a boy. He was afterwards in the employ of A. J. Sawyer & Co. and later for 18 years with the Barnum Grain Company. For the last six years he has been in business on his own account. Mr. Paine has made a connection with a prominent Chicago grain house, regarding which an announcement will be made shortly. He will leave for Chicago to assume his new duties at the end of the month.

* * *

Operators on the Duluth market are counting upon a heavy trade during the coming fall season in view of the present bright crop prospects over the Northwest. Practically all the houses with connections on this market have arranged to increase their forces to

a pre-war basis by next September. "We are figuring on a record trade in handling coarse grains for Eastern shipment, and we think the movement will start in early in the fall," said Earl M. White of the White Grain Company.

* * *

The Duluth Board of Trade was represented at the recent conference of grain dealers, elevator and milling and baking interests, held with Julius H. Barnes, at New York to discuss the regulations to govern the handling of the 1919 wheat crop. Before leaving for the East the Board here instructed its delegates to advocate the adoption of the same basic price on this market for No. 1 northern wheat as set for Chicago. Members of the Duluth Board also expressed themselves by resolution as opposed to any letting down of the bars as regards speculative trading in wheat as long as the Government price is in effect.

* * *

Three applications for transfers of Duluth Board of Trade memberships have been filed recently as follows: John F. Cross to James F. Barry; J. S. Haglun to Walter I. Stanger of the Itasca Elevator Company; and A. C. Cornwell to C. C. Blair of the Globe Elevator Company.

* * *

Grain men here are offering strong opposition to the closing of the Sampling Bureau of the Duluth Board of Trade and the monopolizing of sampling by the State Grain Inspection Bureau. At a recent hearing conducted here by the State Railroad Warehouse Commission, arguments were presented illustrating the advantages derived by growers through the present system of dual inspection. The reading of the law as passed at the last session of the Minnesota Legislature empowers the owners of grain to delegate its sampling at the terminals to any duly authorized agent, in the opinion of experts on this market. The decision by the Commission is being awaited with interest in trade circles here.

* * *

Elevator men and the grain interests on this market are interested in the outcome of the transportation situation in the Northwest during the coming fall season. It is fully recognized that strict regulations as regarding shipping from country points will be necessary to prevent serious congestion at the terminals next fall, if the yields of wheat and other crops are in fair proportion to the acreage planted. The trade here has therefore fully fallen into line with the decision to put into effect the permit system for the shipping of grain from country points during the fall months. The Regional Director of Railroads at this point asserts that arrangements have been made to assemble thousands of cars to take care of the Northwest grain trade and that every effort will be made to move a large tonnage immediately after the completion of harvesting operations.

* * *

As a result of the heavy shipments of grain from the elevators here during the last few weeks, supplies in store have been brought down to approximately 3,600,000 bushels of which 1,600,000 bushels is wheat. In consequence of the depleted situation at the elevators, the movement from here to Buffalo has dropped off of late, as it is desired to hold some grain in hand to take care of the consumptive requirements in this territory. With the arrival of 1,100,000 bushels of Canadian bonded wheat at the elevators here under the order of the Food Administration Grain Corporation to take care of millers in this territory, the run from Fort Williams and Port Arthur plants this way is asserted to be practically over. The grain was reshipped almost as rapidly as it was received from the boats to mills at Minneapolis and other points in this state. An unusual recent trade development here was the shipping out of a substantial tonnage of wheat to Milwaukee, which point is completely out of this zone.

* * *

Rye has been made somewhat of a football by operators on this market during the last three weeks. A fairly wide range has been covered in quotations as for example the spot article has sold off to around $1.41 and its top has been up to $1.52¾. The strong spots were brought about through Eastern millers and export demand at the Eastern Seaboard. Substantial realizing was absorbed at times by the speculative element. The current market in rye is at around $1.47½.

* * *

Fair Eastern malsters inquiry has turned up in barley at stages and its market was advanced 6 cents to from $1.06 to $1.18. Recently specialists in the barley market have reported that the holes in the East appeared to have been plugged up and that the trade had become quiet.

* * *

Grades in the various grains to govern during the new crop season have been adopted by the Duluth Board of Trade. On all contracts for future delivery, the grades have been defined as follows unless otherwise specified: Spring wheat: No. 2 northern spring, contract grade, with No. 1 dark northern spring, No. 1 northern spring, No. 1 red spring and No. 2 dark northern spring, deliverable without penalty, and No. 2 red spring, No. 3 dark northern spring, No. 3 northern spring, No. 1 dark hard winter, No. 1 hard winter, No. 2 dark hard winter, and No. 2 hard winter, deliverable at a penalty of five cents per bushel.

Durum wheat: No. 2 durum, contract grade, with No. 1 amber durum, No. 1 durum and No. 2 amber durum deliverable without penalty, and No. 3 amber durum and No. 3 durum deliverable at a penalty of five cents per bushel.

Barley: No. 2 barley, with No. 3 deliverable at a penalty of five cents per bushel.

The grades of spring wheat, durum wheat, barley and flaxseed shall be as established by the State Board of Grain Appeals of the State of Minnesota.

Rye: No. 2, of the grade established by the State Board of Grain Appeals of the State of Minnesota or the Wisconsin Grain and Warehouse Commission.

Flaxseed: No. 1 flaxseed contract grade, with No. 1 flaxseed of Canadian growth deliverable without penalty.

Upon all contracts for future delivery, the tender of a higher grade of the same grain as the one contracted for shall be deemed sufficient.

## KANSAS CITY

B. S. BROWN - - CORRESPONDENT

WORK on the addition to the Norris Elevator at Kansas City is progressing rapidly. The foundation has been finished and the erection of the superstructure will start at once. The building will be ready for operation by September 1, according to Fred C. Hoose, manager of the Kansas City branch of the Norris Grain Company. The addition will double the capacity of the elevator, making it 2,000,000 bushels. This is the largest addition being made to any elevator in the Southwest at the present time. The Norris organization, which has its main office at Winnipeg, also has offices at Chicago, New York and Wichita, Kan. Completion of the structure will give Kansas City a total grain storage rating of over 25,000,000 bushels. The Burrell Engineering Company has the contract.

* * *

Grain receipts at Kansas City in May were moderate and generally under requirements. Wheat arrivals amounted to 969,000 bushels, about 20 per cent less than in April though about three times as much as a year ago when the movement was the smallest on record. The movement is expected to dwindle until the new crop is available. Corn receipts in May were 1,121,450 bushels, a small decrease from the preceding month and about half as much as a year ago. Oats arrivals were about equal to the average movement for the past 10 years, 1,300,500 bushels.

* * *

Fred L. Bedell, secretary of the Kemper Grain Company, returned recently from an extended trip through northeastern Kansas and southeastern Nebraska. Wheat prospects, he said, were already known, but it was worth anyone's time to see a billion-bushel wheat crop approaching the maturing stage.

* * *

The Kansas City Board of Trade, conforming to the action of other exchanges, did not observe the Saturday following Memorial Day as holiday as it was the last day of the month for May deliveries.

* * *

Total deliveries on May contracts at Kansas City were 77,000 bushels of corn and 92,000 bushels of oats.

* * *

Forty members of the Kansas City Board of Trade, including President Guy A. Moore and D. F. Piazzek, zone agent of the Grain Corporation and one of the second vice-presidents, attended the annual convention of the Kansas Grain Dealers Association in Hutchinson, May 27 and 28. Mr. Piazzek, in one of the principal addresses explained the plans of the wheat agency for handling the 1919 wheat crop, insofar as they had been determined. Kansas City members on their return said there was little doubt that Kansas would raise over 200,000,000 bushels of wheat.

* * *

E. W. McClintic, with the local office of Harris, Winthrop & Co. for four years, has been made office manager of the Kansas City branch of Thomson & McKinnon.

* * *

A Kansas City produce dealer received a car of new field Texas corn May 29, one of the earliest shipments ever to reach this market.

* * *

The Missouri and Kansas state grain inspection bureaus have announced moderate advances in the schedule of charges "in order to give adequate and efficient service." The new rates are: All inspections, 90 cents a car; reinspections, 90 cents a car, unless the grade is changed; direct transfer, one charge of 90 cents a car; inspection of sacked grain, 90 cents a car; extra samples, 25 cents; sample of ear corn, cane seed, bran, shorts or screenings, 65 cents each; weighing grain in or out of public elevators or mills, 50 cents a car; weighing sacked grain, 50 cents a car; counting and certifying the number of sacks, 50 cents extra; weighing and certifying the weight of each sack, $1 extra.

* * *

Brokers at Kansas City report a moderate increase in business the past few weeks as a result of the big advance in commission rates for buying and selling grain futures recently made at Chicago—from $7.50 to $12.50 per 5,000 bushels of corn and oats. Traders who formerly preferred the Chicago market by reason of the large volume of business there and the greater ease with which contracts could be closed have in many cases operated at Kansas City. The cost of spreading operations is also increased and there has been a decrease in transactions of this nature. Contrary to reports that other important exchanges were contemplating an advance in commission charges, nothing has been done, at least at Kansas City, where numerous members have expressed themselves as being opposed to further advances.

* * *

The main factor in sustaining corn prices at Kansas City the past month, which are the highest ever reached for this season of the year, has been the persistent demand for carlot offerings. Elevator stocks are insignificant and have been all season. Pastures are abundant everywhere in the Southwest and mill feed is plentiful and relatively cheap, but there has been appreciable let up in inquiry for corn. Quality of arrivals has been excellent for several weeks. Choice yellow corn is at a premium of 3 to 5 cents and recently sold at $1.83. Continued rain in sections where planting operations are late and unseasonably low temperatures, have aroused apprehension over the new crop and have been the indirect support of the future market. Numerous private estimates place the decrease in acreage at 5 to 15 per cent, compared with last year.

* * *

Sergeant Kenneth G. Irons, a member of the Kansas City Board, formerly with the Vanderslice-Lynds Company, returned home June 4, after 11 months' service overseas with the 355th Infantry, 89th Division. He participated in the St. Mihiel drive, the Argonne-Meuse operations and was with the Army of Occupation in the Coblenz sector. He has not announced his plans for the future.

* * *

Frank P. Logan, a member of the Kansas City Board of Trade for over 20 years and representative of King-Farnum & Co., Chicago, at this market for four years, has been made manager of the firm's grain department. He left for Chicago June 1. E. O. Bragg, formerly of the brokerage firm of Diffenbaugh & Bragg, will be his successor at Kansas City. H. J. Diffenbaugh continuing in business by himself. Mr. Logan was given an elaborate farewell banquet at the Hotel Muehlebach by the Board of Trade the night of May 30.

* * *

J. F. McElvain, vice-president of the Moffatt Grain Company, returned recently from an extended trip in the East. At New York, he said, he met a number of grain dealers who were unable to dispose of purchases of Argentine corn on account of its poor quality. Others had been holding drafts for months at a big loss, due to the irregular shipping schedule from the South American ports.

* * *

Eugene Cox, who recently paid $14,500 for a membership in the Kansas City Board of Trade, has organized the Eugene Cox Grain Company. He formerly was a wholesale grocer in Mena, Ark. As associate manager he has Robert Y. Smith, formerly with the Clark-Burdg Grain Company.

* * *

The Frank B. Clay Grain Company of Kansas City has increased its capital stock from $25,000 to $50,000.

* * *

President Guy A. Moore and D. F. Piazzek, representing the Kansas City Board of Trade and the Food Administration, respectively, addressed the members of the Oklahoma Grain Dealers Association at their annual convention in Oklahoma City, May 19 and 20. Fifteen other members from Kansas City attended also.

* * *

The resolutions adopted by the directors of the Kansas City Board of Trade to restrict speculative trade in corn were substantially the same as those adopted at other exchanges at the request of Julius Barnes. Individual accounts are limited to 200,000 bushels, except hedges, and those having more than the prescribed amount were given until June 7 to conform to the regulations. Mr. Barnes' ruling, as interpreted at Kansas City, was chiefly for the purpose of preventing extensive buying of corn for the purpose of forcing the market up, a course that apparently would be easy in view of the light stocks throughout the country, the limited movement from the surplus states, the steady demand for carlots and the indirect influence of exorbitantly high live stock prices. No indication was given as to the probable length of the regulations, but it is supposed they will last until the new crop is assured. Grain

dealers showed no tendency to oppose Mr. Barnes' wishes, but they generally did not feel that the same need exists now for a restricted market as did a year and six months ago. Speculative trade at Kansas City has diminished appreciably since May 21, though it is still much larger than at the corresponding time a year ago. There were no large outstanding accounts here and the transition to a regulated market caused no disturbance.

* * *

Wheat eight feet high was reported in Chase County, Kan., and there were numerous cases where farmers reported the plant seven feet high.

* * *

Excessive rains in Kansas and Missouri the first week in June, with unseasonably low temperatures which prevented fields from drying out promptly, caused some damage to winter wheat, especially in central and eastern Kansas and southeastern Missouri. Reports of rust and smut were common, though there was no material damage at the time. In practically all sections of the states the rank growth of the wheat caused it to fall and lodge and there doubtless will be some loss unless warm dry weather will enable the plant to straighten up as it has done several times this season.

* * *

The announcement by the Food Administration that the permit system of shipping wheat would be used again when the new crop movement was well under way had been expected by railroads and elevators. No such confusion and congestion as resulted last year before embargoes were declared is possible this season, it is believed. Elevators are making extensive repairs and the operators say they probably can handle the grain much faster than the Government will allow it to reach terminal markets.

## MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

WISCONSIN is promised a crop of rye of more than 10,000,000 bushels, the largest on record in this state. The usual crop before the recent development movement started was about 6,000,000 bushels, so that the yield for this season will be almost double the normal standard. The crop condition for this state has been reported at 97 as compared with only 86 for the crop of 1918. The 10-year average of condition of rye for this state is placed at 88 per cent. Out of nearly 500,000 acres of rye sown this season, only about 1,000 acres had to be abandoned. Last year the state yield of rye was a little above the average with an output in excess of 7,000,000 bushels.

* * *

Secretary Harry A. Plumb of the Milwaukee Chamber of Commerce has spent considerable time to find out just how much of the grain being shipped to this city is consumed here. After a very careful compilation he finds that more than 50 per cent of the grain received here is actually consumed here. This, he declares, is one of the fundamental reasons why Milwuakee is one of the best markets for grain in the United States.

The last annual report of the Milwaukee Chamber, which has just been issued, shows that more than 68,000 cars of grain were weighed at Milwaukee for the fiscal year ending April 1. This was about the same number of cars as for the previous year. This despite the very small receipts of corn at all the primary markets for the past season.

* * *

Enormous shipments of grain have been made by lake from Milwaukee for the past season, the total being in excess of 18,000,000 of bushels as compared with 2,700,000 bushels in the year preceding and 5,000,000 bushels two years ago. The shipments in the past season were therefore from three to six times greater than normal.

* * *

Among the recent new members of the Milwaukee Chamber of Commerce are H. J. Mayer, H. H. Ladish, C. O. Dickelman, Carl A. Houlton and Gustave G. Blatz.

* * *

The inspection department of the Milwaukee Chamber of Commerce handled more than 36,000 cars of grain and seeds in the past season. Out of this total there were about 2,400 cars of wheat, 8,400 cars of corn, nearly 15,000 carloads of oats, 8,500 cars approximately of barley, 2,300 cars of rye in round numbers and 140 cars of flax.

* * *

An aggressive attempt is being made by the Chamber of Commerce of Milwaukee to perpetuate the Daylight Saving Law. Protests against its repeal have been forwarded to all the congressmen and senators of the state, together with petitions signed by hundreds of members of the Chamber. Grain men of Milwaukee are not only on record themselves as favoring the present law, but they are urging all other organizations to get in line and assist in the movement to retain the law. Fears are expressed that the enemies of the law, largly the rural interests, will be successful in getting the law repealed.

* * *

The Milwaukee Chamber of Commerce has indorsed James C. Jeffery for membership in the Interstate Commerce Commission to succeed James S. Harlan. The grain interests of Milwaukee consider Mr. Jeffery especially well qualified for this important position.

* * *

A party consisting of representatives of the Council of Grain Exchanges, the Farmers Co-Operative Association, the Millers National Federation, the Grain Dealers National Association, the service and transportation section of the United States Railroad Administration and the Bureau of Markets, visited Milwaukee and conferred with the Freight and Inspection Departments of the local Chamber of Commerce. The Inspection Department of the Milwaukee Chamber was given high praise because of the uniformly good quality of the work done here.

* * *

Prof. L. A. Moore of the College of Agriculture at Madison, Wis., has sent reports to Milwaukee of his new corn, which will be more resistant to low temperatures than the corn which is now on the market. According to Prof. Moore the new corn gives striking signs of being a great success. B. D. Leith of the College of Agriculture says that the experiments on the new corn look very favorable at the present time. Many of the upper Wisconsin counties and similar latitudes in other states have had trouble with corn freezing and the new variety is expected to stand much lower temperatures.

* * *

H. W. Ladish, A. K. Taylor and L. J. Keefe have been sent by the Milwaukee Chamber of Commerce as delegates to New York, and are taking part in the conferences on the wheat trade with Julius H. Barnes, the United States wheat director. Grain men of the city have great faith in Mr. Barnes and are certain that the crop will be taken care of carefully and in a satisfactory manner.

* * *

The Milwaukee grain trade has enjoyed a number of holidays recently, one being the closing of the exchange for the celebration of Red Arrow Day, June 6, when business generally was suspended in Milwaukee to rejoice over the return of the Thirty-second Division, composed very largely of Milwaukee and Wisconsin boys.

* * *

C. O. Bradshaw, terminal manager at Milwaukee for the United States Railroad Administration, says that every effort will be made to supply the needful number of cars to move the enormous grain crop which will soon be rolling. He declares that all freight cars which can be used in the movement of grain are being repaired with all possible speed so that they can be used for this work without delay when the grain movement begins. Nearly 200,000 cars are now available to start the Northwestern movement, declares Mr. Bradshaw, who adds that with the grain permit system again in effect, a smooth grain traffic, without congestion or trouble, is practically assured.

* * *

S. Davies Warfield, known all over the United States because of his railroad security activities, and Max Thelen of the U. S. Railroad Administration, are two of the big figures who will attend the meeting of the National Industrial Traffic league in Milwaukee in June. The sessions will last three days and will be attended by about 300 traffic experts from all parts of the country. The question of routing freight, opening commercial railroad offices, raising of rates and settlement of the railroad ownership problem, are a few of the many vital transportation topics to come before this national convention.

Frank Barry, traffic secretary of the Association of Commerce, will have charge of the local arrangements of the meeting of the National Industrial Traffic league. He will be assisted by George A. Schroeder, traffic expert of the Chamber of Commerce and H. F. Lindsay, traffic chairman of the Association of Commerce of Milwaukee.

* * *

Col. E. H. Schulz, head of the Milwaukee engineering district, is laying plans to make a great port out of Milwaukee. His suggestions are for great public wharves and a municipal belt line around the city. Col. Schulz says the various kinds of traffic must be separated, through traffic to be handled in the outer harbor where slips and docks about three miles long should be built which would accommodate 20 ships at one time. He also points out that Milwaukee had about 21,000,000 tons of traffic in all last year, of which about one-third went by water. Mr. Schulz would investigate just how much of this traffic should travel by water and provide ship facilities for this amount.

---

Geo. W. Brooks, feed dealer at Omro, Wis., filed a petition of bankruptcy. Liabilities of the firm are $23,156; assets, $16,402. Mr. Brooks claimed exemption of $1,315.

## SUPREME COURT SUSTAINS ADVANCED RATES

The U. S. Supreme Court on June 2, dissolved various injunctions against the Postmaster-General to prevent the increase in intrastate telephone and telegraph rates, and dismissed several proceedings of like character. The decision included also the cases instituted against intrastate freight and passenger rates. In deciding the cases the Court held that the resolutions under which the Government took over control of these utilities, together with the President's proclamations and the Railroad Control Act gave the United States complete possession and control under the war powers, and that Congress had a right to confer these powers upon the President. In presenting the railroad case, Chief Justice White said:

No elaboration could make clearer than do the Act of Congress of 1916, the proclamation of the President exerting the powers given, and the act of 1918 dealing with the situation created by the exercise of such authority, that no divided, but a complete possession and control were given the United States for all purposes as to the railroads in question. But if it be conceded that despite the absolute clarity of the provisions concerning the control given the United States, an all-embracing scope of that control, there is room for some doubt, the consideration of general context completely dispels hesitancy.

How can any other conclusion be reached if consideration be given the comprehensive provisions concerning the administration by the United States of the property which it was authorized to take, the final obligations, duties and exactions which the act imposed, contemplating one control, one administration, one power for the accomplishment of the one purpose, the complete possession by governmental authority to replace for the period provided the private ownership theretofore existing. This being true, it must follow that there is no basis for the contention that the power to make rates and enforce them, which was essential, was not included in it.

Conclusive as are these inferences they are superfluous, since the portion of Section 10 in express terms confers the complete powers to fix rates.

A brief consideration of the contentions relied upon to the contrary will at once show the mistaken premises upon which they rest.

On the face of the statutes it is manifest that they were in terms based upon the war power, since the authority they gave arose only because of the existence of war, and the right to exert such authority was to cease upon the war's termination. To interpret, therefore, the exercise of the power by a presumption of the continuance of a state power limiting and controlling the national authority was but to deny its existence.

The elementary principle that under the Constitution the authority of the Government of the United States is paramount when exerted as to subjects concerning which it has the power to control, is indisputable. This being true, it results that although authority to regulate within a given sphere may exist in both the United States and in the states, when the former calls into play constitutional authority within such general sphere the necessary effect of doing so is, that to the extent that any conflict arises the state power is limited, since in the case of conflict that which is paramount necessarily controls that which is subordinate.

Again as the power which was exerted was supreme, to interpret it upon the basis that its exercise must be presumed to be limited was to deny the power itself.

Thus, while admitting that the power which was conferred to initiate rates when considered in and of itself included all rates, it is nevertheless said that such power must be presumed to be limited to the only character of rates which under the prior law the Interstate Commerce Commission had the power to consider, that is, interstate rates, because the new rates when initiated were to be acted upon by that body. As, however, the statute in terms gives power to the Interstate Commerce Commission to consider the new rates in the light of the new and unified control which it creates, the error in the contention becomes manifest, even putting out of view the fact that by the effect of the duty imposed and the new control created the new rates applying to the new conditions were within the purview of the power which the Interstate Commerce Commission previously possessed.

The relief afforded against the officer of the United States proceeded upon the basis that he was exerting a power not conferred by the statute, to the detriment of the rights and duties of the state authority, and was subject therefore to be restrained by state power within the limits of the statute. Upon the premise upon which it rests, that is, the unlawful acts of the officers, the proposition is undoubted, but in view of our conclusion that the acts of the officers complained of were authorized by the law of the United States.

# ELEVATOR AND GRAIN NEWS

## CANADA

J. A. Bell of Grand Prairie, Alta., has sold his business there.

W. E. Mahon & Co., of Montreal have been registered to deal in grain and hay.

The Hyndman Grain Company operating at Sherbrooke, Que., has been dissolved.

A concrete tank elevator is being built to the mill of Shirk & Snider, Ltd., of Bridgeport, Ont. The capacity of the mill is 125 barrels daily.

Work has commenced on the 750,000-bushel elevator addition to the Canadian National Elevator at Port Arthur. This will give it a capacity of 6,000,000 bushels, the largest of any structure of its kind. The addition will cost $1,000,000.

## EASTERN

Capitalized at $100,000, the New Era Cash Grain & Feed Company was incorporated at Wilmington, Del.

Capitalized at $10,000, the Hugh Reynolds Grain & Feed Company, Inc., was organized at New Britain, Conn.

The capital stock of the Eastern Grain, Mill & Elevator Corporation, located at Buffalo, N. Y., has been increased from $2,000,000 to $3,000,000.

Capitalized at $10,000, the Higdon Elevator Company has been incorporated at Manhattan, N. Y. G. E. Hidgon, E. A. Gilderson and J. McCahan are interested.

A large grain elevator is being erected at Lancaster, Pa., for John W. Eshelman & Sons. The structure will have a capacity of 65,000 bushels grains and 2,000 tons soft material. The elevator will occupy the site of the former Keystone Hotel.

Incorporation papers have been filed for Brainard, Leverich & Hatch, Inc., to operate at Manhattan, N. Y. The company will handle grain, foodstuffs, feed, hay, straw, etc. The capital stock of the company amounts to $500,000. W. J. Brainard, L. G. Leverich and J. W. Hatch are interested.

## WESTERN

The elevator of O. Cronin, at Outlook, Mont., has been sold to the Farmers Elevator Company.

Capitalized at $50,000, the Jefferson Milling & Elevator Company has been incorporated at Ririe, Idaho.

A large grain elevator is to be erected at Kittitas, Wash. The plant will be ready in time to handle this year's crop.

The Ryegate Elevator Company of Ryegate, Mont., has made plans to reorganize as a purely farmers' organization.

Incorporation papers have been filed at Carlton, Ore., for the Carlton Elevator & Mill Company. Its capital stock is $30,000.

The LaSalle, Colo., local of the Farmers Union will enter the grain business. Will either purchase a plant or erect a new one.

Elevators are to be built at Charlo and Perma, Mont., for the Montana Central Elevator Company. Work is to be started at once.

A grain, hay and bean business has been opened at Manteca, Calif., by A. S. Bromberger. This will be conducted on wholesale basis.

The contract has been let by the Farmers Grain & Milling Company of Jerome, Idaho, for a grain elevator of 40,000 bushels' capacity.

The Musselshell Valley Grain Company, operating at Musselshell, Mont., has changed its name to that of the Yellowstone Elevator Company.

E. S. Pape will handle the grain and hay business for W. F. Zahn & Co., of Seattle, Wash. He was formerly with Gang Miller Produce Company.

A new elevator is to be constructed at Clyde Park, Mont. It will be known as the United Grain Growers' Elevator and will cost about $15,000.

Fred Schreiber of Colfax, Wash., has sold his grain and feed business to C. W. McFarland. C. W. Atkinson is to have charge of the business.

The State Terminal Elevator Board of Montana, which has plans made for the erection of a state-owned terminal elevator at Great Falls, Mont., has awarded the contract for this plant to the James Stewart Engineering Company of Chicago, Ill., it is reported. The plans as submitted by the Stewart firm provide for a 541,000-bushel elevator costing $222,600.

The Montana Emporium Company has sold four elevators to the Montana Grain Growers' Corporation. The elevators are located at Galata, Devon, Sweet Grass and Dunkirk.

The capacity of the Farmers elevator at Shawmut, Mont., is to be increased and other improvements made. During the time alterations are made, the plant will be shut down.

The erection of a modern elevator is contracted for to be installed at Ballantine, Mont. The plant will be modern in every detail and will, it is expected, be ready for operation by July 1.

The Pendleton Elevator Company has been incorporated at Pendleton, Ore., by the following: T. R. Hampton, M. O. LaHue and R. A. Bissinger. The company is capitalized with stock of $25,000.

An elevator of 30,000 bushels' capacity is to be erected at Montpelier, Idaho, by Frank Miller of the Montpelier Milling Company. The plant will be erected and ready for operation by September 1.

The recently organized Medical Lake Grain & Milling Company of Medical Lake, Wash., has made plans for the erection of a 50-ton mill and concrete elevator. William J. Titus is president; Julius Stahle, treasurer and J. F. Goldback, secretary of the firm.

M. Lehnen has purchased the business at Wibaux, Mont., operated in the past as Baird & Lehnen and in which he has held an interest for some time. The business consists of the Northside Elevator, feed mill and oil business.

The Pilot Rock Elevator Company of Pilot Rock, Ore., has purchased the big new concrete elevator. The new company will conduct a general elevator business and a storage warehouse. Walter W. Wegner, A. G. Buholts, A. J. Gill, K. G. Warner and L. Eldridge are interested.

## INDIANA

A grain elevator of 5,000 bushels' capacity is to be erected at Sullivan, Ind., for E. S. Crowder.

The Farmers Grain Company at Atkinson, Ind., has purchased the plant of the Atkinson Grain Company.

W. H. Aiman of Pendleton has sold his Markleville, Ind., plant to the Markleville Grain Association for the consideration of $14,000.

The Deacon Elevator at Sidney, Ind., has been purchased by the Farmers Co-operative Association of Jackson Township. The price paid for the elevator is said to have been $10,000.

J. Hays, P. H. Ingersoll, Lloyd P. Hays are the organizers of the Hays Milling & Grain Company incorporated recently at Worthington, Ind. The capital stock of the firm is $100,000.

William Hart, Oliver J. Tillett, Clarence C. Holmes and T. M. Ginney have incorporated at Peru, Ind., as the Farmers Co-operative Elevator Company. Its capital stock is $50,000.

The Mexico Elevator & Livestock Company has purchased the Mexico, Ind., elevator operated by Rees J. Morgan for a number of years. The consideration paid for the property was $9,500.

Willis Eby, G. R. Page and Jacob Trailey have filed incorporation papers at Elkhart, Ind., as the Farmers Co-operative Grain & Mercantile Company, Ltd. The company is capitalized at $50,000.

Articles of incorporation have been filed for the Fayette Grain Company of Connersville, Ind., capitalized at $50,000. The directors are: Clarence O. Wise, Benj. F. Thiebaud and Earl H. Crawford.

The New Carlisle Grain Company was recently incorporated to operate at New Carlisle, Ind., capitalized at $25,000. Arthur R. Brummitt, Sr., Fred C. Zeck and Frank Walker are the incorporators.

W. B. Foresman, E. M. Trueman and John P. Foresman have incorporated at Lafayette, Ind., as the W. B. Foresman Grain Company. The firm will conduct grain elevators. Capital stock is $20,000.

Incorporation papers have been filed at Roseburg (mail to Marion), Ind., by Chas. Boxell, Bert Bell, Lewis Cabe, Rose Harvey, Preston Shield, Bert Mallott and B. W. Shields as the Farmers Co-operative Company. The firm will build a grain elevator. The capital stock of the concern is $15,000.

Whiteman Bros. & Co. of Ockley have purchased the Kerlin & Lane Elevator located at Delphi, Ind. Cloyd Kerlin had been in the business for 36 years and Chas. Lane became associated with him last year.

A grain elevator costing $16,000 is to be erected at Huntington, Ind., for the Huntington Equity Exchange. The plant will be finished in time to handle oats and what remains of the wheat crop in August.

The elevator of the Studebaker Grain & Seed Company at Tocsin, Ind., has been purchased by the Tocsin Farmers Elevator Company. Consideration was $15,000. Oscar Way has been retained as manager.

The Farmers Co-operative Company has been incorporated at Lucerne, Ind., capitalized at $50,000. Ira Maudlin, H. Burton and Walter N. Walker are interested in the firm which will conduct a grain elevator.

The Farmers Elevator Company was incorporated at Earl Park, Ind., capitalized at $50,000. Geo. Benner, T. Anstett, V. Krick and Frank Hardebeck are the organizers. The firm will conduct a grain elevator.

Incorporation papers were filed recently at Ft. Wayne, Ind., by the Auburn Grain, Hay & Coal Company. Its stock amounts to $20,000. Leonard F. Yoquelet, Grace L. Yoquelet and Peter Haines are interested.

The Richards & Lawson Company has been incorporated at Shelbyville, Ind., capitalized at $50,000 to operate grain elevators. The directors of the firm are: James E. Richards, Harry A. Lawson, E. S. Richards and Nellie B. Lawson.

The Buckeye Elevator & Grain Company of Ohio has been granted a permit to operate in the State of Indiana and is capitalized at $34,000. The company will conduct a grain elevator. E. C. Price and G. Freeman are named as agents at Richmond, Ind.

## THE DAKOTAS

The Cruden Elevator at Stanton, N. D., is being remodeled.

Farmers around St. Lawrence, S. D., are erecting a new elevator at that point.

The building of the Farmers Elevator Company at Clear Lake, S. D., is being enlarged.

A new elevator is to be erected at Altamont, S. D., for the Grange Elevator & Supply Company.

Repairs are to be made to the elevator of the Adams Grain Company located at Adams, N. D.

New machinery is to be installed in the elevator of the Ayr Farmers Co-operative Company of Ayr, N. D.

The Farmers Elevator Company of Karnak, N. D., has plans under way for increasing its capital stock from $12,000 to $22,000.

The Equity Co-operative Exchange is building a new terminal elevator at Valley City, N. D. P. Anderson is secretary of the firm.

The Frankfort (S. D.) Farmers Elevator Company has made plans for the erection of a modern elevator of 40,000 bushels' capacity.

The Farmers Grain Company of Dickinson, N. D., has made plans to make extensive repairs on its machinery equipment and buildings.

J. P. Isben, A. Monk and J. S. Jenson have incorporated at Veblen, S. D., as the Farmers Co-operative Company and are capitalized at $100,000.

Two elevators conducted for many years by separate farmers organizations at Dunseith, N. D., have been consolidated and hereafter will be operated under the name of the Equity Co-operative Line.

A co-operative company is being organized at Montrose, S. D., by the farmers to conduct a grain elevator and lumber yard. The capital stock backing the enterprise amounts to $100,000.

Archie Currie is president; J. F. Quirk, vice-president; P. C. Gering, secretary, and Hans P. Madsen, treasurer of the farmers elevator company which was recently incorporated at St. Joseph, N. D. The company is capitalized at $25,000. Probably this organization, to be known as the St. Joseph Co-

operative Elevator Company, will purchase the elevator of the Farmers Grain Company, which is now closed down.

D. J. Beisel, W. P. Massuere, N. P. Roberts have incorporated at Newville, N. D., as the Newville Elevator Company. Its capital stock is $25,000.

A grain elevator at Petersburg, N. D., has been taken over by H. A. Nicholson. It is expected that Raymond Nicholson will be manager of the plant.

The elevator of the Langdon Elevator Company of Langdon, N. D., is to be enlarged or else an additional plant built. The addition is to have a capacity of 35,000 bushels, making a total of 60,000 to 65,000 bushels.

The farmers elevator at Hurley, S. D., has been taken over by members of the Farmers Union of Hurley and Norway. E. H. Orland, L. Stoddard, R. D. Welch, John Friman and Joe Jensen are members of the Board of Directors.

Trapp Auto Truck Dumps have been installed in the following elevators: That of the Steel Bros. & Orr of Meckling, S. D., Aulwes & Everson of Lennox, S. D., and Chas. G. Buchele of Conora, S. D. The latter also is equipped with wagon dump.

Plans have been made by the Farmers Equity Union of Rhame, N. D., for tearing down the old plant of the company and erecting a new one. The material in the old elevator will be used in the new, which will cost $18,000. The plant will have 38,000 bushels' capacity and over double the present loading capacity.

A new elevator is to be erected at White Lake, S. D., for the White Lake Milling Company. The old elevator which was in need of many and extensive repairs is to be torn down. The new elevator is to be erected beside the mill, the office building being moved to make room for the new structure. New scales and up-to-date equipment are to be installed.

A modern elevator with capacity of 50,000 bushels is to be constructed at Kimball, S. D., for the Farmers Union. The plant will be equipped with scales for handling truck loads, wagon loads or carloads of grain. The old elevator at Kimball owned by Chas. Blodgett is to be torn down and the coal shed west of the elevator will be removed. A new set of coal sheds are to be built by the Farmers Union.

## OHIO AND MICHIGAN

Interest in the elevator at Harrod, Ohio, has been purchased by C. C. Metz of LaRue, Ohio.

The Quincy Grain Company of Quincy, Ohio, has increased its capital stock from $10,000 to $20,000.

The Carpenter Grain Company is rebuilding its elevator at Edwardsburg, Mich., which recently burned.

The capital stock of the Ashville Grain Company at Ashville, Ohio, has been increased from $25,000 to $50,000.

A Randolph Grain Drier has been installed in the South Solon (Ohio) Co-operative Grain & Livestock Company's elevator.

The Marengo and Eckford, Mich., elevators of Frank E. Nowlin Co., Ltd., have been sold to the Albion Farmers Elevator Company.

Frank M. Geer has filed incorporation papers at Toledo, Ohio, as the Toledo Elevator Company. Organization is capitalized at $100,000.

The order has been placed by the Emery Thierwechter Company of Oak Harbor, Ohio, for a Randolph Grain Drier, direct heated type.

W. M. Baxter and others have incorporated at Radnor, Ohio, as the Radnor Farmers Elevator Company. The firm's capital stock is $40,000.

W. H. Gardner's interest in the W. H. Gardner Grain & Mill Company of Bellevue, Ohio, has been purchased by W. J. Mahnke and A. N. Tonsley.

Capitalized at $60,000, the Cass Bean & Grain Company has been incorporated at Bay City, Mich. C. W. Atkinson is to have charge of the business.

Farmers around Okemos, Mich., have organized a company to conduct a buying and selling business in farm products and also to conduct a grain elevator.

Efforts are being made to interest farmers around Cardington, Ohio, in the organization of a co-operative elevator company to operate a plant on co-operative basis.

The charter of the Elgin Grain Company, operating at Elgin, Ohio, has been amended and provision made for increasing the capital stock of the firm from $10,000 to $15,000.

Homer C. Wood has purchased the property of the Harpster Elevator Company at Upper Sandusky, Ohio, and will in the future conduct it as the Harpster Grain Company.

The Brady Bros. have purchased the elevator at Worstville (r. f. d. Payne), Ohio, formerly owned by John Marquardt. The plant has a capacity of 40,000 bushels. Mr. Marquardt handles hay and straw at Briceton. The Brady Bros. operate two elevators at Townley and Batson, Ind. They are contemplating the erection of a new elevator at Payne, Ohio, during the coming year.

The East End Elevator at McComb, Ohio, was recently sold to L. B. Einsel. The plant had for five and one-half years been operated by Mr. Teegarden.

Harry H. Thompson, Ernest E. Urban, T. B. Keller, C. C. Latham and H. F. Gorby have incorporated at Rawson, Ohio, as the Rawson Co-operative Grain & Supply Company.

The Gallagher Elevator at Castalia, Ohio, has been purchased by the Castalia Elevator & Supply Company. The latter was recently organized by farmers in the vicinity of Castalia.

The Stearns & Hochstettler Elevator at Bluffton, Ohio, has been purchased by the Farmers Grain Company. The Farmers concern was recently organized and is capitalized at $15,000.

F. J. Rinehart has sold his elevator at Uniopolis, Ohio, to the Farmers Co-operative Elevator Company. The business is to be conducted under the name of the Uniopolis Grain Company.

Ash, Shaw & Co., of Fostoria, Ohio, have purchased the elevator at Cygnet, Ohio, from the Cygnet Grain & Hay Company. W. C. Schroeder, retiring manager, will give possession on June 1.

The Troy Grain & Supply Company has been incorporated at Troy, Ohio, capitalized at $30,000. D. Lonendelpher, B. Favorite, A. B. Fessler, Davis Martindale and Albert Kraus are interested.

The charter of the Fostoria Farmers Exchange Company which conducts a grain business at Fostoria, Ohio, has been amended, and the capital stock of the firm increased from $50,000 to $100,000.

A. C. Hoyt Grain Company of Fostoria, Ohio, has purchased the factory buildings and offices of Allen Motor Company. The Hoyt firm will make a specialty of buying, testing, grading and shipping seed.

John Wickenhiser & Co. have sold their elevators at Briceton, Ohio, which was damaged by fire and the one at Latty, Ohio, to men living at Payne, Ohio. Names of the purchasers were not announced.

Articles of incorporation were filed at Port Clinton, Ohio, for the Cereal By-Products Company, capitalized at $125,000. Frank S. Culver, Frank E. Culver, Rachel G. Culver, John G. Yingling and Peter K. Fadsen are interested.

Incorporation papers have been filed for the Farmers Associated Elevators Company of Richwood, Ohio, capitalized at $50,000. The organizers are: R. W. Lenox, W. H. Perry, L. A. Ridgeway, B. H. Matteson and U. G. Waters.

Louis Williams, David Euler, W. H. McCombs, J. S. Phillips, Allen Parks, C. L. Cook and F. V. Sutton have been named as directors of the recently organized Co-operative Elevator Company of Tontogany, Ohio. The capital stock is $50,000.

A number of improvements are to be made to the plant of the New Vienna Grain & Produce Company of New Vienna, Ohio. A house now located beside the elevator will be removed and the railroad spur lengthened, thus giving the elevator a long siding for its cars.

Farmers of Monroe Township, Ohio, have plans for the erection of a grain elevator at Eldorado or West Manchester. In connection with the grain storage the elevator will be used as a central buying station for fertilizer, farm machinery and other farm supplies.

The elevator building at Xenia, Ohio, owned by Mrs. Eva W. Smart, has been taken over by the grain firm of Ervin Bros. & Davis, controlled by Chas. Ervin and Herbert Davis. The firm, which has purchased the plant, has leased the elevators and buildings for several years.

A 99 year lease has been secured by the Farmers Co-operative Company of Defiance, Ohio, on the site of its elevator and mill. The frame structure now housing the mill and elevator will be torn down and will be replaced by a modern fireproof elevator of reinforced concrete construction.

D. B. Gwinn and Caroline A. Gwinn, owners of the Farmers Elevator at Mechanicsburg, Ohio, sold the plant to R. W. Lenox of Richwood. The elevator was sold last winter to the Gwinns by O. H. Clough. Mr. Lenox owns elevators at North Lewisburg and Richwood. Consideration amounted to $15,000.

S. M. Ranger is president; A. G. Collett, vice-president; H. L. Myers, secretary, and A. D. Lenner, treasurer of the recently organized Carey (Ohio) Co-operative Elevator Company. The Board of Directors are: S. M. Ranger, H. L. Myers, Forrest Phillips, John S. Fox, E. A. Chesebrough, Geo. Shuman, O. P. Thomas and A. G. Calle.

Interest in the Diebold Elevator at West Branch, Mich., has been bought by A. Rocheleau, former manager of the West Branch Grain Company. Mr. Rocheleau and Geo. J. Diebold will organize a new firm and conduct the plant. They expect in the future to build a new house on the site of the West Branch Grain Company, whose buildings were destroyed by fire.

The Rockford, Ohio, plant of the Palmer Miller Grain Company of Celina, Ohio, is to be equipped with a Randolph Grain Drier, direct heated type.

Earl A. Allen of Cedarville has purchased the grain elevator and mill of George & Ervin Bros. at Jamestown, Ohio. Control of the property is to be given on June 1. Ralph George and John Ervin and C. H. Ervin have operated the plant for 13 years. The mill has not been in operation for a year. George & Ervin Bros. purchased the plant from The Miami Grain Company and John Jenks.

## IOWA

A farmers elevator company is being organized at Portland, Iowa.

Marr & Young have sold two elevators at Traer, Iowa, to a company of farmers.

John Potgeter has purchased the elevator at Eldora, Iowa, from E. F. Froning.

A grain elevator is to be constructed at Waterloo, Iowa, for the farmers of that vicinity.

Victor Felter is promoting the organization of a company to build an elevator at Atlantic, Iowa.

A co-operative grain company is being organized at Fenton, Iowa, to handle grain, feed and coal.

W. A. Pothast now has control of T. W. Pothast's interest in the elevator at Vancleve, Iowa.

Improvements are being made to the elevator of the Hoese Grain Company at Merrill, Iowa.

A 35,000-bushel elevator is to be constructed at Laurel, Iowa, for the Farmers Elevator Company.

A 52x100, $10,000 warehouse is to be erected at Newburg, Iowa, for the Farmers Elevator Company.

The interest of A. B. Aler in the grain elevator at Lisbon, Iowa, has been sold by him to W. J. Fiala.

Farmers around Kiron, Iowa, are interested in the formation of a farmers' elevator company there.

Interest in the Slaughter-Burke Grain Company at Estherville, Iowa, has been taken over by Fred Albertson.

A grain elevator and feed mill will be constructed at Baldwin, Iowa, by Hatch & Brookman Lumber Company.

Capitalized at $15,000, the Farmers Grain & Livestock Company has been incorporated at Fontanelle, Iowa.

A grain warehouse is being constructed at Buckgrove, Iowa, by H. C. Scott, who owns a grain elevator there.

Hereafter the Farmers Mutual Elevator Company of Walcott, Iowa, will operate on a purely co-operative basis.

The elevator of the Farmers Elevator Company at Anawa, Iowa, is being equipped with two Trapp Auto Truck Dumps.

Florha & Crandall have sold their grain business at Thayer, Iowa, to F. J. Taylor & Co. Will handle grain, feed and flour.

A 6,000-bushel elevator is being erected at Agency, Iowa, for Miller & Bondel. The plant will be ready for operation by the latter part of June.

The Elberon, Iowa, elevator has been sold to M. C. Rucker of Gladstone for $3,500. Mr. Rucker has employed Joseph Starits to operate the plant.

The Hartford Grain Company of Cedar Falls, Iowa, has been taken over by W. F. Tostlebe and C. V. Jamerson. The firm will now operate as Tostlebe & Jamerson.

The Farmers Elevator Company of Granger, Iowa, has increased its capital stock from $5,000 to $10,000. John Sharrin is president; T. J. Taylor, secretary of the firm.

A cement elevator, 26 feet in diameter and 60 feet high, is to be erected at Alton, Iowa, for the Farmers Elevator Company. The plant will have a capacity of 30,000 bushels.

The grain business and elevator at Laporte City, Iowa, which has been owned and operated by F. E. Hoyt for five years, has been purchased by the Farmers Co-operative Exchange.

The Pulley Grain Company operating a grain, feed and coal business at Minerva, Marshall County, Iowa, has been dissolved by mutual consent. J. S. and J. B. Pulley were interested.

A co-operative elevator company has been incorporated at Randolph, Iowa, with C. H. Fichler, president; Edw. Blakely, vice-president; L. O. Clark, secretary, and H. J. Fichler, treasurer.

Additional concrete storage tanks of 500,000 bushels' capacity are to be added to the big elevator of the Mike King Elevator Company at Sioux City, Iowa. The workhouse is also to be enlarged.

Frank Zentmire is president; M. Hagood, vice-president; Chas. Hanley, N. D. Kennedy, Jas. Bolton, John McPherrin, Ed White and J. H. Myers, directors of the Farmers Co-operative Company, re-

cently incorporated at Oakland, Iowa. The firm will either build or buy an elevator in the immediate future.

The articles of incorporation of the Farmers Elevator Company at Eldridge, Iowa, have been amended, increasing the capital stock to $50,000. A. H. Lamp is president and Julius J. Wiese, secretary of the firm.

Work is practically completed on the new elevator of the Krunze Grain Company at Anita, Iowa. The elevator has a capacity of 25,000 bushels and is 25x20 feet, 45 feet high. M. Milholhn is in charge of the elevator.

The elevator of the Arthur Co-operative Elevator Company at Arthur, Iowa, is being remodeled and improved. A new foundation is being built. The house will be repainted and new office building erected; and a 10-ton auto truck scale and 2,000-bushel hopper scale installed.

The Western Elevator Company of Sioux City, Iowa, is considering the enlarging of its elevator workhouse and also erecting 27 new concrete storage tanks. The elevator is to be supplied with four new tracks which will connect with the main tracks of the Chicago, Milwaukee & St. Paul Railway.

## MINNESOTA AND WISCONSIN

A farmers grain elevator company is under course of organization at Zumbro Falls, Minn.

The Viehman Grain Company will build a modern grain elevator at Minneapolis, Minn.

New dump scales are to be installed at Donnelly, Minn., for the Farmers Elevator Company.

A modern grain elevator is to be built at Maiden Rock, Wis., for the Farmers Elevator Company.

The Kilbourn Equity Society has purchased the elevator of I. W. York & Co., at Kilbourn, Wis.

The Northline Elevator at New Richmond, Wis., has been purchased from G. Greene by H. C. Hansen.

Probably the farmers of Gaylord, Minn., will organize a company for conducting a grain elevator there.

John Caw's grain elevator and fuel business at Chatfield, Minn., has been purchased by Lynch & Delaney.

The Farmers Elevator Company of Hallock, Minn., is going to build an annex of 20,000 bushels' capacity.

The Pacific Elevator Company has plans made for the construction of a modern grain elevator at Hopkins, Minn.

The elevator of the Armour Grain Company at Harmony, Minn., has been sold to the Equity Co-operative Society.

The Stillmacher Bros. have purchased a grain, implement and coal business of Tinkham & Meilkie at Fairwater, Wis.

The grain elevator of the Watertown Grain Company at Watertown, Wis., has been sold to the Universal Lumber & Fuel Company.

Astroth & Wiemer's elevator at Wright City (r. f. d. Black River Falls), Wis., has been taken over by the Hickory Grove Township Farm Club.

The elevator of the Wylie Farmers Elevator Company situated at Wylie, Minn., is being remodeled. C. A. Lindquist is secretary of the elevator firm.

The engine room of the Associated Farmers Company at Clinton, Wis., is being remodeled preparatory to the installation of modern feed grinding machinery.

John A. Brewers is president; F. B. Claays, secretary of the Ghent Farmers Elevator Company, Inc., of Ghent, Minn. The capital stock of the firm is $10,000.

Farmers have formed an organization and will operate as the Beaver Creek Farmers Elevator at Beaver Creek, Minn., taking over the co-operative elevator at that point.

An addition 30x50 feet is to be erected to the warehouse of the Farmers Corporation at Janesville, Minn. The capital stock of the organization is to be increased to $15,000.

The Red Lake Falls Milling Company has made plans for rebuilding its elevator at Holt, Minn., which was recently destroyed by fire. The new plant will be modern in all respects.

An addition is being built to the plant of the Farmers Elevator Company at Fairmont, Minn. The addition will be fireproof and have a capacity of storing three carloads of flour and feed.

The Farmers Co-operative Elevator Company has been incorporated at Monticello, Minn. Its capital stock is $30,000. James C. Murphy is president and S. C. Hastings, secretary of the co-operative company.

The Consolidated Elevator Company of New Duluth (Duluth P. O.), Minn., has been granted a permit to build additions to its elevator which will entail the expenditure of about $187,769. The annex will be of reinforced concrete, fireproof throughout, and operated by electricity. The Barnett & Record Company has the contract for the plant, which, it is hoped, will be completed by next fall.

Farmers around Madelia, Minn., are organizing for the purpose of building a new elevator there. It is expected that the plant will be built this season and be ready for operation this fall.

The Farmers Elevator Company of Milroy, Minn., has purchased from the Addison Bros. their stock of machinery. The elevator company will, in all probability, occupy the offices of the Addison Bros.

A co-operative elevator company is to be organized at Jordan, Minn., and plans are under consideration to purchase the Schmitt-Moeller Elevator and build concrete storage tanks for the grain.

The Maurin Elevator at Cold Spring, Minn., which has been in the hands of the Foley Milling & Elevator Company, has been purchased by Marcus Johnson of Willman and St. Paul. The consideration was $10,000.

Henry Dahlstuhl, David Webster and others have incorporated at Shooks, Minn., under the name of the Cormorant Co-operative Company and will deal in grain, grain products, etc. The capital stock of the firm is $25,000.

The farmers elevator at Hilbert, Wis., is to be conducted under the name of the Farmers Elevator Company. Peter Dinney, M. Weber, A. Sevenich, Herman Voigt and John Rossmeier are the directors of the company.

The National Elevator Company at Argyle, Minn., is to undergo numerous changes. The elevator is to be raised and a concrete foundation placed under it and other needed improvements made to facilitate the handling of grain.

The Apple River Milling Company of Glenwood City, Wis., has purchased a building and a portion of land owned by the Inter-State Lumber Company. On the land the milling company will build a modern grain elevator and flour mill.

The Ruskin Elevator at Ruskin (mail Faribault), Minn., has been purchased by farmers of that locality from the Armour Grain Company. They have organized a company to operate it. Possession to be given on June 1. Consideration, $6,500.

The Borchart Malting Company of Milwaukee, Wis., sold its elevator and property to J. M. Riebs, Jr. The plant has a capacity of 345,000 bushels. The plant is to be operated in conjunction with the Riebs Elevator, which has a capacity of 225,000 bushels.

The Dennison Co-operative Elevator Company has been incorporated at Dennison, Minn., capitalized at $25,000. Farmers in the vicinity of Dennison are interested. J. E. Clifford is president; Jos. Fink, vice-president; John O. Lysne, secretary, and Andrew J. Wangen, treasurer.

## SOUTHERN AND SOUTHWESTERN

A warehouse is being built at Ft. Smith, Ark., for the Durrett Flour & Grain Company.

A new elevator and mill is being installed at Tifton, Ga., by H. B. McDonald of Madison.

The Kansas Flour Mills Company of Wichita, Kan., is building a new elevator at Freedom, Okla.

Farmers are making arrangements for the erection of a co-operative farmers elevator at El Reno, Okla.

The McMurtry Grain Company of Pampa, Texas, has let the contract for three complete elevator and mill equipments.

The capital stock of the Center Grain & Grocery Company at Center, Texas, has been increased from $25,000 to $40,000.

J. L. Ladd and others have incorporated at Sherman, Texas, as the Choctaw Grain & Seed Farms. The capital stock of the firm is $10,000.

Capitalized at $20,000, the Davis Grain Company has been incorporated at Davis, Okla. S. H. Davis, T. P. Howell and T. H. Slover are interested.

B. V. Stover, A. B. Richert, Herman Larson have incorporated at Edmond, Okla., as the Edmond Grain Company. Its capital stock is $25,000.

The interest of W. J. Richmond in the grain and feed business conducted at Blanket, Texas, as Richmond & Bird, has been purchased by L. F. Bird.

The Bowersock Mill & Power Company of Lawrence, Kan., has purchased Trapp Auto Truck Dumps for its elevators at Fairview and Cherokee, Okla.

Jas. Murphy, S. L. Davis and W. F. Sisson have incorporated at Hinton, Okla., as the Farmers Co-operative Elevator & Exchange. Capital stock of the firm is $10,000.

F. C. Cubbage, A. B. Campbell and W. C. Geary have incorporated at Geary, Okla., as the Farmers Co-operative Mill & Elevator Association. Its capital stock is $30,000.

J. M. Peacock is president; F. Bramblett, secretary; G. C. Smith, W. H. Burton, Louis Walls, O. L. Bishop, T. M. Tollison, S. H. Walraven, directors of the Farmers Mill & Grain Company of Cleburne, Texas. The company is capitalized at $20,000. The plant which the firm will operate is to be operated by electricity.

A grain elevator and flour mill is to be constructed at Forrest City, Ark. A committee has been appointed to raise money for the erection of the mill and elevator.

J. C., J. E. and B. C. Edenton and E. W. and M. T. Lawrence have filed incorporation papers at Jackson, Tenn., as the Lawrence Mill & Elevator Company. Its stock amounts to $60,000.

A concrete warehouse, two stories in height, is to be built at Ft. Worth, Texas, for the Fort Worth Elevator Company. The plant will have a capacity of 250,000 bushels sacked stuffs.

The Farmers Co-operative Mill & Elevator Company has been incorporated at Carnegie, Okla., capitalized at $30,000. J. B. Truitt, E. E. Calhoun and R. J. Morgan are interested.

A grain elevator is being erected at Boydston, Texas, for the Groom Elevator Company of Groom, Texas. John Fraser, W. Knorpp, C. R. Slay, Eugene S. Blasdel are directors of the firm.

Mrs. A. E. Allen's interest in Allen & Bonner, grain and coal dealers of Plainview, Texas, has been purchased by M. M. Bonner. Mr. Bonner will continue the business in the old location.

Incorporation papers were filed at Wheatland, Okla., for the Farmers Grain & Lumber Company; capital stock of the firm is $10,000. F. L. Horton, T. O. Caldwell and T. J. Hunker are interested.

E. J. Watkins, B. Thompson, G. C. Norman, E. R. Bell and Wm. Goodwin have incorporated at Fairmont, W. Va., as Watkins & Thompson. Will conduct a grain and feed business. Capital stock is $50,000.

Incorporation papers have been filed at Sayre, Okla., for the Farmers Co-operative Grain & Elevator Company. The incorporators are: H. C. Kennedy, D. Hartman and Bert Odel. The company is capitalized at $10,000.

The Redding Grain Company of Jacksonville, Fla., has changed its name to the Howard Grain Company. L. W. Howard is president; M. W. Howard, vice-president, and G. H. Howard, secretary-treasurer of the firm.

The Burrell Engineering Company of Kansas City has the contract for a new elevator of 8,000 bushels' capacity for the El Reno Mill & Elevator Company to be erected at McCool, Okla. The plant will cost $8,000.

The Burrell Engineering Company of Kansas City has the contract from the Farmers Elevator, Flour & Seed Company of Shawnee, Okla., for a 60,000-bushel elevator of reinforced concrete and steel. The plant will be entirely fireproof.

The Georgia Farmers Union of Atlanta, Ga., has been organized, capitalized at $20,000, with J. H. Mills president. The company will build an elevator of 30,000 bushels daily handling capacity and costing from $15,000 to $20,000. The firm will also build a grist mill.

A grain elevator of 5,000 bushels' capacity is to be erected at Crowell, Texas, for T. L. Hughston. The loading capacity of the plant will be 1,000 bushels per hour. Cost of plant, $3,000. The plant will be ready for operation by June 20 and motive power will be furnished by electricity.

## ILLINOIS

Bader & Co. have sold their elevator at Littleton, Ill., to farmers of that vicinity.

An elevator is being erected at Green Valley, Ill., for the Farmers Grain & Coal Company.

A site for a new elevator has been purchased by the Fillmore Elevator Company of Fillmore, Ill.

The Harrison Ward & Co. of Clinton has purchased the Robert Bruce Elevator at Kempton, Ill.

An addition is being built to the grain office of the Tinkham & Camp Elevator Company of Oreana, Ill.

J. H. McCreery's elevator property at Teheran, Ill., has been purchased by McFadden & Co., of Peoria.

Circular grain bins of 20,000 bushels' capacity are to be built at Paxton, Ill., for the Gifford Elevator Company.

An up-to-date elevator is to be erected at Buckley, Ill., by Ira Twist in place of the old one recently torn down.

C. F. Scholer has purchased the elevator and mill of L. E. Slick & Co., at Bloomington, Ill., at a recent sale of bankruptcy.

The elevator of the Towanda Grain Company at Towanda, Ill., has been equipped with a gasoline engine of 15 horsepower.

The Emden, Ill., elevator of M. L. Bellman & Co. has been purchased by the Farmers Grain Company. The consideration was $22,000.

The elevator holdings of the Shirley Farmers Elevator Company of Shirley, Ill., has been increased by the purchase of another plant there.

Two elevators at Shirley are now owned by the farmers' company. The capital stock of the firm is to be increased.

A farmers' company is to be organized at Rushville, Ill. W. W. Wells is interested. The company will erect a grain elevator.

The elevator at Lane, Ill., has been purchased by Harrison, Ward & Co., From Ed. Hendricks of Lane. Consideration amounted to $8,000.

The elevator and property of the Vandalia Products Company at Shobonier, Ill., has been sold to Mr. Elmore of St. Louis and John Telger.

The Aroma Park Elevator of the Waldron Grain Company of Kankakee, Ill., has been taken over by the Kankakee Farmers Grain Company.

The Burrell Engineering & Construction Company has the contract for remodeling the elevator of the Highland Bros. at Cherry Valley, Ill.

A new elevator is to be erected at Greenville, Ill., for the Equity Union Exchange at a cost of $11,300. The plant will be completed July 1.

The Carrollton Farmers Elevator Company of the capital stock of the firm from $15,000 to $30,000. Carrollton, Ill., has amended its charter, increasing

The Washington Mill & Elevator Company operating at Washington, Ill., has been dissolved. John A. Andrews is interested in the place with Theo. Roehm.

The Glabe & Glabe Elevator at Chatsworth, Ill., has been taken over by the Koehler Bros. The Koehler Bros. own and operate two elevators at this point now.

W. E. Bethel and C. E. Swearingen have purchased R. P. Yates' elevator at Bucks Road (mail to Heyworth), Ill. He recently purchased the plant from George and Jos. Arnold.

Edw. Conlin of DeKalb, Ill., has incorporated a concern to handle grain, feed and hay. He has purchased the elevator at Maple Park; he also owns elevators at DeKalb and Cortland.

The Farmers Elevator & Supply Company of Fenton, Ill., was incorporated, capitalized at $25,000. The organizers are: S. J. Craig, L. J. Wilson, Joseph S. Burns, S. Crossman and A. L. Thompson.

The Astoria Farmers Grain & Service Company has been incorporated at Astoria, Ill., capitalized at $30,000. J. E. Mummert, Frank Beatty, J. E. Stephens, Ralph Shawer and I. C. Johnson.

The East End Elevator at Saybrook, Ill., has been taken over by new parties and in the future will be conducted as the Cheney's Grove Grain Company. Warren C. Watkins is to be manager.

T. M. Barlow, Otto Hauser and Arthur Hoisington have incorporated at Walshville, Montgomery County, Ill., as the Walshville Farmers Grain & Livestock Company. Its capital stock is $15,000.

The grain elevator at McLean, Ill., has been purchased from the Aldrich Grain Company by the Funk's Grove Grain Company. The Aldrich Grain Company is owned by Frank W. Aldrich of Bloomington.

The Marseilles Grain & Supply Company filed incorporation papers at Marseilles, Ill., capitalized with stock of $50,000. E. R. Spencer, S. R. Lewis, H. A. Bevington, A. F. Long and Rex E. Peddicord are interested.

The general offices of the George W. Cole Grain Company of Bushnell, Ill., are to be moved to Peoria, Ill. They will be in the Board of Trade Building, Room 15. Geo. W. Cole is president; D. M. Herrin, secretary, of the firm.

The Morrisonville Farmers Grain Company of Morrisonville, Ill., has filed a certificate of dissolution. The firm was incorporated in 1909 and was capitalized at $12,000. Oscar Mundhenke is president and H. L. Vancil, secretary of the company.

The Farmers Grain Elevator Company located at Brockton, Ill., has increased its capital stock from $25,000 to $50,000. N. E. Hawkins is president; W. D. Davidson, secretary, of the firm. The company was organized about a year ago and recently completed their new steel reinforced concrete building.

A farmers elevator company has been organized by men around Glasford and Banner, Ill. It is capitalized at $25,000 and will be known as the Glasford-Banner Farmers Elevator Company. Three modern elevators will be conducted by this concern which will have its home office in the Lightbody Elevator at Glasford. One elevator will be located at Bell Landing and another at McKey Landing. The plant at Bell Landing will be completed in time to handle this year's crop.

A new grain elevator costing $10,000 is to be built at Tinley Park, Ill., for H. F. Bruggeman, a local grain dealer. The old elevator, a landmark of the neighborhood, is to be torn down and a new structure erected on the same site. The old elevator had a capacity of 10,000 bushels and was built 45 years ago by C. Andres. The plant to be erected will be of 30,000 bushels capacity. The grain dump will be 25 feet deep and will be operated automatically, as will the conveyors. Automatic scales are to be installed.

## MISSOURI, KANSAS AND NEBRASKA

F. L. Sanders & Co. are building a new elevator at Stanton, Neb.

An elevator is to be constructed at Eudora, Kan., for the Farmers Union.

A grain elevator is to be built at Crane, Mo., by J. R. Wilson and M. P. Ellis.

G. Finney will build a new elevator of 10,000 bushels' capacity at Iola, Kan.

The Equity Exchange of Ruleton, Kan., will erect a grain elevator at that point.

Interest in the elevator at Hartford, Kan., has been purchased by Chas. West.

A modern grain elevator is to be erected at Blackwater, Mo., for Lee O'Neal.

A $25,000 elevator is to be built at Centralia, Mo., for the Farmers Club of Centralia.

J. Armold's grain business at Kahoka, Mo., has been taken over by Chas. Kilkenny.

H. W. Eickerman is interested in the erection of a 20,000-bushel elevator at Silex, Mo.

A grain elevator is being erected at Overton, Mo., by J. N. Sartain of California, Mo.

L. H. Powell & Co. have leased the elevator and coal yard of J. M. Lilley at Burns, Kan.

Capitalized at $1,500 the Farmers Elevator Company has been formed at Clarksburg, Mo.

A 15,000-ton elevator is to be erected at Monroe City, Mo., by the farmers of that vicinity.

F. L. Sanders & Co. will erect a new grain elevator at Stanton, Neb., at a cost of $20,000.

Mr. York's old elevator at Marion, Kan., is being torn down. Will be replaced by a new plant.

The McFarland Bros.' elevator at Monroe City, Mo., has been purchased by Green & Tooley.

Capitalized at $20,000, the Fortuna Elevator Company was incorporated to operate at Fortuna, Mo.

Z. Lawson is erecting a 15,000-bushel elevator at Seneca, Mo., and will handle wheat, corn and oats.

Capitalized at $50,000, the Clark Grain, Lumber & Coal Company has been incorporated at Ogden, Kan.

At Huntsville, Mo., a 10,000-bushel elevator is to be constructed for the F. C. McAfee Elevator Company.

The Farmers Elevator Company has purchased the Cannon Bros.' elevator at Butler, Mo., for $35,000.

The Bates City Elevator Company has been incorporated at Bates City, Mo. It is capitalized at $10,000.

A new grain elevator is being built at Sanford, Kan., by John Mead. This adjoins his mercantile building.

An elevator of 30,000 bushels' capacity is to be erected at Geneseo, Kan., for the Geneseo Grain Company.

The Bowen Milling Company has sold its elevator at Liberty, Montgomery County, Kan., to the Liberty Grange.

The contract has been let for a 15,000-bushel elevator at Olpe, Kan., for the Farmers Union Elevator Company.

The Farmers Co-operative Company of Conway, Mo., has let the contract for a grain elevator of 24,000 bushels' capacity.

A new farmers elevator is being built at Spring Hill, Kan. The contract has been let for a $20,000 building and equipment.

Repairs are to be made to the elevator plant of the Farmers Union at Waldo, Kan. New automatic scales are to be installed.

Farmers of Yates Center, Kan., are considering the organization of a company and the purchase of an elevator located there.

The Americus Farmers Union Co-operative Company has purchased from Bruce Carlson his grain business at Americus, Kan.

The Nye-Schneider-Fowler Company is building a 50,000-bushel elevator at Wahoo, Neb., replacing the one burned this spring.

A warehouse, iron clad, 18x40 feet, is to be erected at Otoe (mail Humboldt), Neb., for the Farmers Elevator Company.

The Fred Gordon Elevator at DeSoto, Kan., has been purchased by Clifford Morse and J. Will Baker. Possession was given May 1.

Articles of incorporation were filed at Partridge, Kan., as the Partridge Mill & Elevator Company. Its stock amounts to $35,000.

The present plant of the Selden Farmers Union at Selden, Kan., is to be remodeled. A new cupola is to be added increasing the height of the building six feet. A new and deeper pit is to be dug and new concrete foundation and hopper bins to be constructed. The remodeling will probably cost $4,500.

The Palmyra (Mo.) Farmers Elevator & Exchange Company is considering the increasing of its capital stock from $10,000 to $15,000.

The Farmers Union Exchange of Scottsbluff, Neb., is considering the erection of a grain elevator on a site which it recently purchased.

A 50-horsepower Fairbanks Morse Engine is to be installed in the plant of the Sylvia Grain & Supply Company at Sylvia, Kan.

W. A. Trenhaile is one of the organizers of the Farmers Union Elevator Company at Bloomfield, Neb. Its capital stock is $50,000.

A grain elevator is to be constructed at Bernie, Mo., for Ross Deas. The plant will be finished in time to handle this coming crop.

The Farmers Elevator Company has been incorporated at Tipton, Mo., by the farmers of that vicinity. Its capital stock is $18,000.

L. Karnowski's interest in the West Elevator at Centralia, Kan., has been purchased by C. B. Tripp. The new firm name is Tripp & Meyer.

J. W. Wilson, E. J. Ryan and R. W. Green have incorporated at Lincoln, Kan., as the Farmers Grain Company. Its capital stock is $10,000.

The McDaniel Milling Company, of which W. J. McDaniel is president, has plans for a 200,000 or 250,000-bushel elevator at Springfield, Mo.

The North Elevator at Tobias, Neb., has been purchased by Herman Otto and will be torn down and used in erection of another building.

Elevators at Pixley (P. O. Medicine Lodge), Medicine Lodge, Furley, Oxford, Belle Plaine, Kan., have been bought by the Hunter Milling Company.

The Stilwell (Kan.) Grain Company has sold its grain and implement business to the Stilwell Farmers Union Co-operative Business Association.

The Valparaiso Grain & Lumber Company of Valparaiso, Neb., is building a 20,000-bushel plant, replacing the one destroyed by fire some time ago.

The elevator of the Hart-Bradshaw Lumber & Grain Company at Randall, Kan., has been sold to J. R. Nulty of Smith Center and C. W. Bradshaw.

Citizens of Waynesville, Mo., have organized a company there and have purchased the Exchange Mills. They will build an elevator and remodel the mills.

A grain storage house of 500,000 bushels' capacity is being erected at Abilene, Kan., for the Midwest Milling Company. The contract for this house has been let.

W. F. Rohn, J. F. Long, E. E. Fenner and J. A. Stobie have incorporated at Grand Pass, Mo., as the Grand Pass Elevator Company. The firm is capitalized at $20,000.

The Reno Flour Mills Company of Hutchinson, Kan., will build storage tanks of 300,000 bushels' capacity. This will give the firm a total capacity of 400,000 bushels.

Elevators at Circleville, Larkinburg and Holton, Kan., owned by the Western Elevator Company, have been purchased by the Jackson County Grange Co-operative Association.

The Farmers Co-operative Company succeeding the Lenexa Grain Company at Lenexa, Kan., will build a grain elevator costing $10,000. The contract for this plant has been let.

A modern elevator is to be built at Brookville, Kan., by a local farmers union. The association is capitalized at $20,000 with Thos. Corney as president and H. D. Waters, secretary.

The Farmers Union of Mankato, Kan., will build a 15,000-bushel elevator. M. I. Kirkpatrick is president; N. S. Hoyt, vice-president and R. Hodgell, secretary-treasurer of the firm.

Sawyer & Green has purchased the old Wilsey Elevator at Moorefield, Neb. The plant, which is a landmark of that vicinity, is to be torn down and lumber used for other purposes.

A 30,000-bushel elevator is being erected at Beatrice, Neb., for the Farmers Elevator Company. The capacity may later on be increased to 50,000 bushels. The plant will cost about $30,000.

R. H. Drennan Grain Company's elevator at Anthony, Kan., has been purchased by A. N. Minshall of Pond Creek, Okla. The head office of the Drennan company is at Oklahoma City, Okla.

The Farmers Co-operative Association has purchased the mill and elevator at Gilliam, Mo., formerly operated by Geo. M. Bowler. Consideration, $10,000. Possession was given June 15.

A site has been purchased by the Farmers Educational & Co-operative Union of Nebraska at Grand Island, Neb., upon which it will erect a $10,000 elevator with capacity of 22,000 bushels.

The Tebbetts Mill and Elevator at Tebbetts, Mo., is building a 50,000-bushel concrete reinforced elevator which is practically completed. The plant will be modern in every detail and will be equipped with

two legs, power shovel, car puller, corn sheller, automatic scales, Monitor No. 8 Separator and two dumps. The plant will be ready to receive the new crop.

Potts & Colwell's Elevator at Pawnee City, Neb., has been leased by the Farmers Elevator Company.

A new office building is to be constructed at Oakland, Neb., for the Holmquist Grain & Lumber Company.

The Farmers Grain & Supply Company has been incorporated at Carrollton, Mo., capitalized at $12,000. The company will build or purchase elevators and mills and carry on a general grain business.

The Boone Township Farm Club of Ash Grove, Mo., has purchased three acres of land upon which it will erect a grain elevator, warehouse, stockyards, etc. The plant will be conducted on a co-operative basis.

The Green County Farmers' Association has purchased the grain elevator of A. J. Eisenmayer at Willard, Mo. The Association also has plans for the purchase of a warehouse and elevator at Ash Grove.

Barber & Good's elevator at Cummings, Kan., is now owned by the Farmers Business Association. Frank Pittman is president; Geo. Schrader, vice-president; G. C. Quiett, treasurer, and Paul Fuhrman, secretary.

The Marshall-Hall Grain Company has leased from the Buchanan Elevator Company the elevator at St. Joseph, Mo., which was leased to the Midwest Grain Combpany. The elevator will continue a public elevator.

The Brunner Elevator at Hope, Kan., has been taken over by the Farmers Union. The Union will build a modern elevator for permanent use but will use the Brunner Elevator for the remainder of this year.

A. H. Eichelberger is president; John Shackleford, secretary of the recently incorporated Speed Farmers Elevator Company of Speed, Mo. Capital stock of the firm is $10,000. A grain elevator is to be built by the concern.

The Trapp-Gohr-Donovan Company of Omaha, Neb., has supplied the following firms with Trapp Auto Truck Dumps: Newton Mill & Elevator Company of Newton, Kan.; Halstead Mill & Elevator Company of Halstead, Kan.; Bowersock Mill & Power Company, Lawrence, Kan., for elevators at Kiowa, Murdock, Cheney, Hazelton, Adams, Sterling and Lawrence, Kan.; Aunt Jemima Mills, St. Joseph, Mo., for six of their country grain elevators.

A new elevator is to be built at Lamar, Mo., replacing the one burned. The elevator is to be 74 feet high; warehouse 16x64 feet with workhouse 16x64; four tile tanks, 16x49. Machinery has been contracted for.

A farmers elevator company is being organized at Lebanon, Mo., by F. H. Smith, L. A. Hoke, H. W. Bowman and E. E. Hoke. The company is capitalized at $10,000. The firm will start construction of a grain elevator at once.

The Burrell Engineering Company of Kansas City, Mo., has the contract for a new elevator for the Farmers Co-operative Company at Beagle, Kan. The plant will be of reinforced concrete and steel and will have a capacity of 10,000 bushels.

The Farmers Elevator Company of Conway Springs, Kan., awarded the contract recently for a new elevator. The plant will be equipped with motor drives, Richardson automatic scale of 1,500 bushels' capacity; 10-ton Fairbanks Wagon Scale; special elevator leg; distributor; Eureka Cleaner and exhaust fan grinder.

The Cedar Vale Co-operative Company is to build a modern elevator and large warehouse at Cedar Vale, Kan. This will include modern equipment with 15 horsepower engine; 1,500-bushel automatic scale; Fairbanks Wagon Scale; elevator leg and distributor; friction clutch drives, steel manlift, Eureka Cleaner, exhaust fan and roller mill.

A new terminal elevator is to be built at Hutchinson, Kan., for the Hugoton Elevator & Warehouse Company, which will have a capacity of 400,000 bushels. The elevator will cost more than $100,000. The head-house of the plant will be 38x64 feet and will be 165 feet in height. There will be 16 tanks, each 100 feet in height, of concrete construction and absolutely fireproof. It will have a loading and unloading capacity of 25 or 30 cars a day. The Hugoton firm operates a chain of elevators on the Dodge City and Cimarron Valley Road. Chas. Summers is president of the corporation; Lee Larabee, secretary; Frank Summers and Ralph Summers and G. C. Hipple, directors.

# FIRES—CASUALTIES

Norton, Kan.—Lightning struck and damaged the elevator of the Derby Grain Company. The plant is to be rebuilt at once.

Pine Bluff, Ark.—Fire destroyed the hay warehouse owned by F. Baer. The warehouse was partly filled with feed, valued at $5,000.

Clairmont, Alta.—The elevator belonging to the Alberta Pacific Elevator Company, Ltd., situated here, was recently destroyed by fire.

Menomonee Falls, Wis.—Fire damaged the elevator of the Enterprise Roller Mills. Loss amounted to $5,000. Repairs are to be made at once.

Chama (Sentinel Butte, P. O.), N. D.—The Farmers Elevator burned; fire is believed to have been started by lightning. The loss covered by insurance.

Nicholasville, Ky.—The grain warehouse of C. T. Ashley was damaged by fire during the first week of May. The fire is believed to have been of incendiary origin.

Lanark, Mont.—On May 11 the Farmers Elevator was destroyed by fire together with contents, including seed grain and ground feed. The loss is partly covered by insurance.

Ambia, Ind.—The elevator of the Ambia Grain Company was destroyed by fire which started in the gasoline engine room. The loss is estimated at $75,000; insurance of $20,000 partly covers the loss.

McVille, N. D.—The J. B. Cary Elevator was destroyed by fire recently together with 23,000 bushels of grain, principally wheat and flax. The loss is expected to exceed the insurance carried by more than $8,000.

Saskatoon, Sask.—Damage to the extent of $500,000 resulted from a fire in the crib elevator of the Quaker Oats Company on the evening of June 7. The origin is attributed to the burning out of a motor in the pulley house.

Leader, Sask.—Three elevators and coal sheds with their offices were burned recently, which point to incendiarism by members of the I. W. W. The elevators destroyed were owned by the Saskatchewan, Western Prussia and Sterling companies and are a complete loss. The offices and sheds of the Gold Grain Company and about 4,000 bushels of grain and two sheds were also destroyed.

Enid, Mont.—Fire destroyed two elevators at this town. The fire was caused, it is reported, by a hot box.

Pukwana, S. D.—The Farmers Elevator slid off its foundation recently and spilled almost 10,000 bushels of grain. The plant had a solidly built concrete foundation and the building merely slipped off. It will be taken down and rebuilt.

Cedar Rapids, Iowa.—The plant of the Douglas Company, including a grain storage plant, was destroyed by fire which resulted after a severe explosion. Further details of the disaster together with a picture of the burning plant are to be found elsewhere in this issue.

Covington, Ky.—The hay and grain warehouse of Fedders & Son at this town was damaged by fire with a loss of $40,000. The fire is believed to have been caused by spontaneous combustion and started in a large quantity of hay. Grain, flour and hay was stored in the warehouse. The loss is fully covered by insurance.

Busby Station, near Pullman, Wash.—Fire of unknown origin destroyed a string of warehouses and elevator at this station. The plants were owned by the Kerr-Gifford Company and the Pacific Coast Company; elevator owned by C. F. Jennings, a farmer. Loss amounted to $20,000; some insurance was carried on destroyed plants.

Manno, S. D.—John Frasch recently narrowly escaped being whirled to death on the shaft of the machinery in the Farmers Elevator here. Mr. Frasch was passing the machine when his suspender caught in the shaft and he was drawn towards the machinery. Another man saw him in time and turned off the switch stopping the machinery.

Milwaukee, Wis.—A dust explosion occurred in the grain elevator of the Smith-Parry Company resulting in the death of three men and the injuring of several other men. The plant is a total wreck and the loss is estimated at $100,000. Insurance of $130,000 was carried on the elevator. Firemen were unable to check the flames because of the scarcity of water.

Essex, Iowa.—Fire consumed the Turner Bros. elevator and damaged the engine room, depot and other adjacent buildings. The fire had gained considerable headway by the time it was discovered. The origin of the blaze is unknown. The elevator was of frame construction and was about 19 years old. J. E. Swanson was local manager. Loss incurred by the fire amounted to about $15,000.

## RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at the leading terminal markets in the United States for the month of May:

**BALTIMORE**—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce:

| | Receipts | | Shipments | |
|---|---|---|---|---|
| | 1919 | 1918 | 1919 | 1918 |
| Wheat, bus... | 2,055,634 | 63,332 | 2,204,793 | ..... |
| Corn, bus.... | 728,105 | 644,223 | 168,991 | 200,193 |
| Oats, bus.... | 873,624 | 2,466,558 | 513,966 | 1,400,667 |
| Barley, bus... | 563,754 | 231 | 831,004 | ..... |
| Rye, bus..... | 1,830,023 | 27,459 | 2,633,483 | 24,363 |
| Hay, tons.... | 3,227 | 8,665 | 1,245 | 5,706 |
| Flour, bbls... | 451,565 | 284,344 | 408,112 | 230,732 |

**CHICAGO**—Reported by John R. Mauff, secretary of the Board of Trade:

| | Receipts | | Shipments | |
|---|---|---|---|---|
| | 1919 | 1918 | 1919 | 1918 |
| Wheat, bus... | 1,727,000 | 190,000 | 7,760,000 | 356,000 |
| Corn, bus.... | 3,334,000 | 5,894,000 | 2,964,000 | 3,203,000 |
| Oats, bus.... | 5,838,000 | 9,030,000 | 7,032,000 | 7,436,000 |
| Barley, bus.. | 2,084,000 | 1,338,000 | 1,626,000 | 233,000 |
| Rye, bus..... | 396,000 | 146,000 | 250,000 | 106,000 |
| Timothy Seed, lbs. ..... | 2,398,000 | 1,250,000 | 1,817,000 | 147,000 |
| Clover Seed, lbs. ..... | 88,000 | 298,000 | 18,000 | 246,000 |
| Other Grass Seed, lbs... | 1,357,000 | 1,106,000 | 951,000 | 475,000 |
| Flax Seed, bus. ..... | 128,000 | 17,000 | ..... | ..... |
| Broom Corn, lbs. ..... | 1,222,000 | 2,272,000 | 1,971,000 | 1,591,000 |
| Hay, tons.... | 27,737 | 27,397 | 6,504 | 7,526 |
| Flour, bbls... | 901,000 | 659,000 | 497,000 | 376,000 |

**CINCINNATI**—Reported by D. J. Schuh, executive-secretary of the Cincinnati Grain & Hay Exchange:

| | Receipts | | Shipments | |
|---|---|---|---|---|
| | 1919 | 1918 | 1919 | 1918 |
| Wheat, bus... | 64,500 | ..... | 40,850 | ..... |
| Corn, bus.... | 140,800 | ..... | 154,000 | ..... |
| Oats, bus.... | 275,200 | ..... | 188,000 | ..... |
| Barley, bus.. | 27,500 | ..... | ..... | ..... |
| Rye, bus..... | 11,000 | ..... | 9,900 | ..... |
| Ear Corn, bus. | 9,100 | ..... | ..... | ..... |
| Hay, tons.... | 13,908 | ..... | ..... | ..... |
| Feed, all kinds | 4,290 | ..... | ..... | ..... |

**DULUTH**—Reported by Chas. F. MacDonald, secretary of the Board of Trade:

| | Receipts | | Shipments | |
|---|---|---|---|---|
| | 1919 | 1918 | 1919 | 1918 |
| Wheat, bus.. | 1,062,475 | 84,289 | 11,113,606 | 166,749 |
| Corn, bus.... | ..... | ..... | ..... | 61,561 |
| Oats, bus.... | 15,506 | 58,893 | 12,891 | 91,689 |
| Barley, bus.. | 289,136 | 176,109 | 710,863 | 619,497 |
| Rye, bus..... | 2,283,341 | 158 | 3,744,358 | 5,292 |
| Flax Seed, bus. ..... | 278,323 | 168,942 | 304,495 | 225,297 |
| Flour, bbls— | | | | |
| Prod. ..... | 173,035 | 42,715 | 670,450 | 459,795 |
| Receipts .. | 541,420 | 577,600 | ..... | ..... |

**GALVESTON**—Reported by H. A. Wickstrom, chief inspector of the Cotton Exchange and Board of Trade:

| | Receipts | | Shipments | |
|---|---|---|---|---|
| | 1919 | 1918 | 1919 | 1918 |
| Wheat, bus... | ..... | ..... | 319,600 | ..... |
| Corn, bus.... | ..... | ..... | ..... | 410,247 |
| Barley, bus.. | ..... | ..... | 383,333 | 905,558 |

**INDIANAPOLIS**—Reported by Wm. H. Howard, secretary of the Board of Trade:

| | Receipts | | Shipments | |
|---|---|---|---|---|
| | 1919 | 1918 | 1919 | 1918 |
| Wheat, bus... | 28,750 | 116,250 | 2,500 | 1,250 |
| Corn, bus.... | 572,500 | 1,121,250 | 570,000 | 352,500 |
| Oats, bus.... | 948,600 | 1,501,200 | 334,800 | 657,000 |
| Barley, bus.. | 11,250 | ..... | ..... | ..... |
| Rye, bus..... | 13,750 | 18,750 | ..... | 7,500 |

**KANSAS CITY**—Reported by E. D. Bigelow, secretary of the Board of Trade:

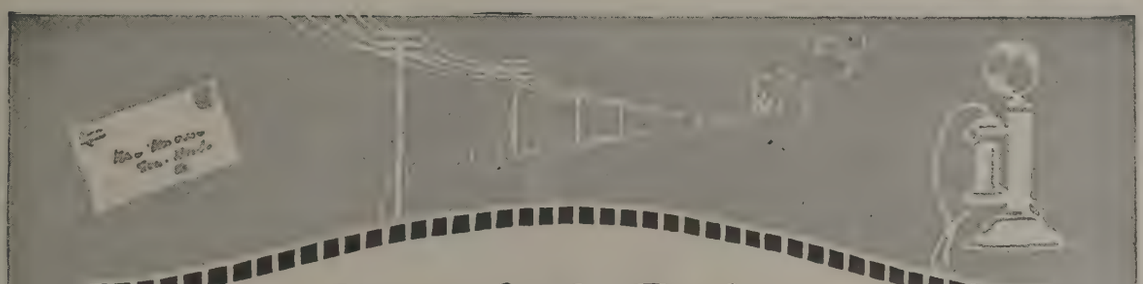
| | Receipts | | Shipments | |
|---|---|---|---|---|
| | 1919 | 1918 | 1919 | 1918 |
| Wheat, bus... | 969,300 | 291,600 | 1,770,200 | 29,700 |
| Corn, bus.... | 1,121,450 | 2,037,500 | 925,000 | 2,808,750 |
| Oats, bus.... | 1,800,500 | 1,071,000 | 1,180,500 | 850,500 |
| Barley, bus.. | 45,500 | 24,000 | 53,300 | 124,800 |
| Rye, bus..... | 71,500 | 31,900 | 11,000 | 23,100 |
| Hay, tons.... | 16,248 | 25,824 | 3,492 | 12,648 |
| Flour, bbls.... | 45,825 | 29,575 | 321,425 | 66,625 |

**MILWAUKEE**—Reported by H. A. Plumb, secretary of the Chamber of Commerce:

| | Receipts | | Shipments | |
|---|---|---|---|---|
| | 1919 | 1918 | 1919 | 1918 |
| Wheat, bus.. | 261,300 | 64,270 | 2,398,869 | 14,500 |
| Corn, bus.... | 385,030 | 314,900 | 70,480 | 634,428 |
| Oats, bus.... | 2,134,860 | 1,576,920 | 990,005 | 2,683,104 |
| Barley, bus.. | 1,910,690 | 501,840 | 809,365 | 305,228 |
| Rye, bus..... | 191,700 | 73,950 | 49,050 | 40,100 |
| Timothy Seed, lbs. ..... | 635 | 21,295 | 272,791 | 130,226 |
| Clover Seed, lbs. ..... | 121,105 | 13,670 | ..... | 9,000 |
| bus. ..... | 55,300 | 7,500 | ..... | ..... |
| Hay, tons.... | 930 | 956 | ..... | 564 |
| Flour, bbls.. | 85,570 | 77,880 | 249,065 | 194,185 |

**MINNEAPOLIS**—Reported by H. J. Craig, statistician of the Chamber of Commerce:

| | Receipts | | Shipments | |
|---|---|---|---|---|
| | 1919 | 1918 | 1919 | 1918 |
| Wheat, bus... | 5,004,290 | 5,073,980 | 5,671,870 | 621,630 |
| Corn, bus.... | 429,910 | 630,680 | 217,880 | 569,330 |
| Oats, bus.... | 1,611,370 | 1,268,100 | 1,266,300 | 2,787,700 |
| Barley, bus.. | 3,679,360 | 1,001,660 | 3,196,000 | 1,941,390 |
| Rye, bus..... | 1,133,380 | 294,420 | 3,347,480 | 250,480 |
| Flax Seed, bus. | 436,000 | 349,230 | 42,150 | 29,300 |
| Hay, tons.... | 2,264 | 1,933 | 570 | 440 |
| Flour, bbls... | 126,735 | 55,279 | 1,789,956 | 1,364,937 |



# Special Prices For Summer Shipment

Get our special hammered down prices on International Feeds for Summer shipment. Get them—right now. The demand this Summer will be larger than ever on account of the high price of both milk and grains, and the comparatively low price of International Feeds. If you are a live dealer, you can secure big sales on International Feeds during the entire Spring and Summer season.

## INTERNATIONAL FEEDS
### Meet Every Dealer's Needs

International Feeds will meet every demand you have from your trade for cattle, hog and poultry feed. There is an International Feed for every demand. Each is a proved success. Let us send you full particulars regarding our complete line.

### Talk Summer Feeding!

If you are in a dairy country, remember there is always a good demand for International Dairy Feed during the Summer months. Expert dairymen have proved that feeding grass alone to cows is not sufficient. The addition of International Dairy Feed will not only mean an increased milk production immediately—but will put cows in splendid shape for the Winter season. Follow the authorities. ***Talk Summer Feeding!*** Write, wire or 'phone for latest special Summer shipment prices on our entire line. Every one's a sure trade winner. Don't delay—act today.

**INTERNATIONAL SUGAR FEED COMPANY**
**MINNEAPOLIS, MINNESOTA**
***Mills at Minneapolis and Memphis***

# INTERNATIONAL

"Good Feeds Backed by Good Advertising"

THE AMERICAN ELEVATOR AND GRAIN TRADE

Thirty-Seventh Ye

**NEW ORLEANS**—Reported by Geo. S. Colby, chief grain inspector and weighmaster of the Board of Trade, Ltd.:

| | Receipts | | Shipments | |
|---|---|---|---|---|
| | 1919 | 1918 | 1919 | 1918 |
| Wheat, bus... | ..... | ..... | 457,718 | ..... |
| Corn, bus.... | ..... | ..... | 95,700 | 463,706 |
| Oats, bus.... | ..... | ..... | 76,250 | 1,921,498 |
| Barley, bus.. | ..... | ..... | 219,835 | 1,844,771 |

**NEW YORK CITY**—Reported by H. Heinzer, statistician of the Produce Exchange:

| | Receipts | | Shipments | |
|---|---|---|---|---|
| | 1919 | 1918 | 1919 | 1918 |
| Wheat, bus... | 7,313,700 | ..... | 5,865,118 | ..... |
| Corn, bus.... | 234,200 | ..... | 19,007 | ..... |
| Oats, bus.... | 1,392,000 | ..... | 1,934,048 | ..... |
| Barley, bus.. | 433,925 | ..... | 640,590 | ..... |
| Rye, bus..... | 2,576,250 | ..... | 3,317,376 | ..... |
| Timothy, Clover & Other Grass Seed, lbs. ..... | 300 | ..... | 1,535 | ..... |
| Flax Seed, bus. | 84,400 | ..... | ..... | ..... |
| Hay, tons.... | 16,642 | ..... | ..... | ..... |
| Flour, bbls... | 770,714 | ..... | 497,377 | ..... |

**OMAHA**—Reported by F. P. Manchester, secretary of the Grain Exchange:

| | Receipts | | Shipments | |
|---|---|---|---|---|
| | 1919 | 1918 | 1919 | 1918 |
| Wheat, bus... | 266,000 | 472,800 | 458,000 | 172,800 |
| Corn, bus.... | 1,670,200 | 2,889,600 | 1,736,000 | 3,452,400 |
| Oats, bus.... | 1,418,000 | 1,238,000 | 1,626,000 | 1,960,000 |
| Barley, bus.. | 165,600 | 111,600 | 225,000 | 149,400 |
| Rye, bus..... | 103,400 | 22,000 | 90,200 | 13,200 |

**PEORIA**—Reported by John R. Lofgren, secretary of the Board of Trade:

| | Receipts | | Shipments | |
|---|---|---|---|---|
| | 1919 | 1918 | 1919 | 1918 |
| Wheat, bus... | 60,000 | 44,400 | 56,400 | 15,600 |
| Corn, bus.... | 823,510 | 3,640,985 | 615,650 | 1,198,650 |
| Oats, bus.... | 439,200 | 1,072,800 | 700,500 | 1,286,800 |
| Barley, bus.. | 112,600 | 67,200 | 59,000 | 16,800 |
| Rye, bus..... | 9,600 | 26,400 | 18,600 | 18,000 |
| Mill Feed, tons | 4,140 | 7,260 | 10,670 | 14,258 |
| Seeds, lbs.... | ..... | 30,000 | 630,000 | ..... |
| Broom Corn, lbs. ..... | ..... | ..... | 90,000 | ..... |
| Hay, tons.... | 2,850 | 1,840 | 590 | 870 |
| Flour, bbls... | 379,200 | 138,090 | 376,260 | 143,230 |

**PHILADELPHIA**—Reported by A. B. Clemmer, secretary of the Commercial Exchange:

| | Receipts | | Shipments | |
|---|---|---|---|---|
| | 1919 | 1918 | 1919 | 1918 |
| Wheat, bus... | 2,954,378 | 185,210 | 3,929,670 | 176,144 |
| Corn, bus.... | 114,205 | 591,730 | 53,767 | 176,870 |
| Oats, bus.... | 1,223,935 | 2,294,747 | 634,253 | 1,579,578 |
| Barley, bus.. | 10,670 | 5,000 | 411,130 | 19,252 |
| Rye, bus..... | 2,524,410 | 48,126 | 2,709,875 | ..... |
| Flour, bbls... | 528,797 | 298,467 | 383,027 | ..... |

**PORTLAND, MAINE**—Reported by Geo. F. Feeney, traf manager of the Chamber of Commerce:

| | Receipts | | Shipments | |
|---|---|---|---|---|
| | 1919 | 1918 | 1919 | 1918 |
| Wheat, bus. | 4,012,326 | 1,376,293 | 2,910,927 | 3,030,875 |

**ST. LOUIS**—Reported by Eugene Smith, secretary of the Merchants' Exchange:

| | Receipts | | Shipments | |
|---|---|---|---|---|
| | 1919 | 1918 | 1919 | 1918 |
| Wheat, bus... | 2,376,709 | 304,993 | 2,422,380 | 306,270 |
| Corn, bus.... | 910,225 | 1,716,436 | 995,820 | 1,418,540 |
| Oats, bus.... | 2,592,000 | 22,355,575 | 2,287,250 | 3,434,690 |
| Barley, bus.. | 92,800 | 51,200 | 36,910 | 12,110 |
| Rye, bus..... | 23,741 | 4,079 | 9,540 | 6,590 |
| Hay, tons.... | 16,478 | 13,251 | 7,700 | 15,250 |
| Flour, bbls... | 315,350 | 302,050 | 415,690 | 301,720 |

**SAN FRANCISCO**—Reported by Wm. B. Downes, Chamber of Commerce:

| | Receipts | | Shipments | |
|---|---|---|---|---|
| | 1919 | 1918 | 1919 | 1918 |
| Wheat, ctls.. | 141,138 | ..... | ..... | ..... |
| Corn, ctls.... | 34,702 | ..... | ..... | ..... |
| Oats, ctls.... | 25,319 | ..... | ..... | ..... |
| Barley, ctls.. | 964,160 | ..... | ..... | ..... |
| Hay, tons.... | 6,674 | ..... | ..... | ..... |
| Flour, bbls... | 277,387 | ..... | ..... | ..... |

**TOLEDO**—Reported by Archibald Gassaway, secretary of the Produce Exchange:

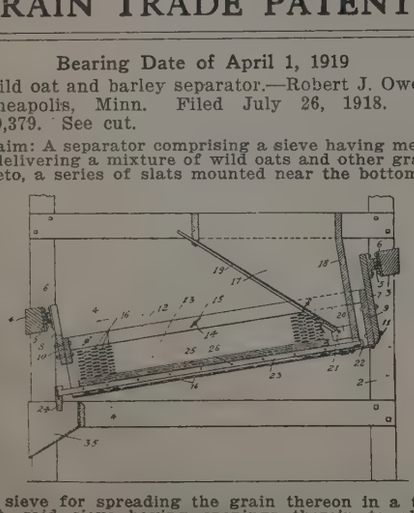
| | Receipts | | Shipments | |
|---|---|---|---|---|
| | 1919 | 1918 | 1919 | 1918 |
| Wheat, bus... | 225,000 | 123,300 | 197,500 | 23,600 |
| Corn, bus.... | 72,650 | 208,900 | 48,780 | 116,200 |
| Oats, bus.... | 444,750 | 328,300 | 664,820 | 271,700 |
| Barley, bus.. | 12,600 | 218,800 | 12,940 | ..... |
| Rye, bus..... | 18,600 | 41,000 | 2,600 | 3,200 |
| Timothy Seed, bags ..... | 3,135 | ..... | 12,274 | ..... |
| Clover Seed, bags ..... | 41 | ..... | 907 | ..... |
| Alsike Seed, bags ..... | 4 | ..... | 37 | ..... |

# GRAIN TRADE PATENTS

### Bearing Date of April 1, 1919

Wild oat and barley separator.—Robert J. Owens, Minneapolis, Minn. Filed July 26, 1918. No. 1,299,379. See cut.

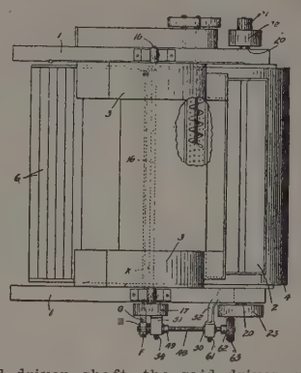
Claim: A separator comprising a sieve having means for delivering a mixture of wild oats and other grains thereto, a series of slats mounted near the bottom of



said sieve for spreading the grain thereon in a thin sheet, said sieve having openings therein to allow wild oat kernels and other imperfect kernels of grain to fall through while the fuller, plumper kernels slide over said sieve and said sieve and slats having a relative, oscillatory movement.

Grain separator.—Thomas O. Helgerson, Minneapolis, Minn. Original application filed March 17, 1915. Divided and this application filed September 20, 1917. No. 1,299,341. See cut.

Claim: The combination with a vibratory body, of a driving shaft, a driven shaft, co-operating face and peripheral friction wheels connecting said driving

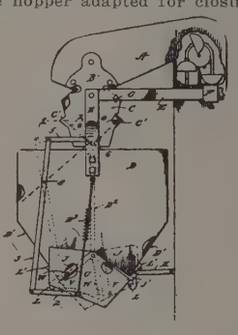


shaft to said driven shaft, the said driven shaft being yieldingly mounted for angular movements and provided with an eccentric, and a pitman connection between said eccentric and said vibratory body.

### Bearing Date of April 15, 1919

Grain weigher.—Edwuard Wiedinger, Peoria, Ill. Filed February 9, 1914. Renewed September 19, 1918. No. 1,300,314. See cut.

Claim: A grain weigher including in its construction a hopper having two compartments, a valve or gate pivoted on the hopper adapted for closing one or the

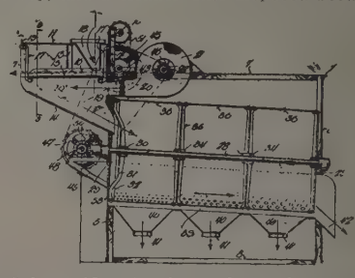


other of the compartments, a grain delivering part overhanging the hopper, a valve pivoted therein adapted to divert grain to one or the other of t hopper compartments including an arm to operate a lever pivoted on the hopper having an upper sh arm and a lower longer arm, the pivot of the le being spaced widely from a line drawn between pivots of the valves, and a link connected to each of the lever, whereby each can have operative enga ment with one of the valves.

### Bearing Date of April 22, 1919

Revolving seed selector.—Christian Kronenbe Madison, Wis. Filed January 24, 1917. No. 1,30 277. See cut.

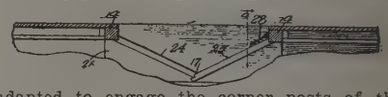
Claim: In a screening and separating machine, t combination of a skeleton frame including cor uprights, upper sills connecting said uprights, a extended past the uprights at one end of the frame separator member mounted within the frame betwe the uprights and connected with the uprights for su port thereby, and a cleaner unit disposed between a



supported by said extensions of the frame sills a including an inclosed hood having an air dischar opening at one end and a fan casing extension pr jecting from the other end thereof, the bottom of t hood being inwardly inclined to form a dischar mouth adapted to discharge toward the separat member.

Door for grain cars.—Michael J. Joyce, Chicag Ill., assignor of one-half to George Thompson, O Park, Ill. Filed October 31, 1916. No. 1,301,7 See cut.

Claim: A grain door for cars comprising two inte locking door elements forming an arch, said door el ments having grooved edges along their outer extren



ties adapted to engage the corner posts of the c door frame and interlocking edges at their inner e tremities whereby said door elements are maintain in position when pressure is exerted from within.

### Bearing Date of May 13, 1919

Grain door for cars.—Valentine W. Miller, Fond lowa. Filed October 15, 1917. No. 1,303,832.

### Bearing Date of May 20, 1919

Apparatus for curing hay, grain and the like. Perry J. Nichols, Rockford, Ill. Filed March 1 1918. No. 1,303,945.

# OBITUARY

BRECHT.—Frank Brecht died suddenly from heart failure on May 20. He was manager of the Bennett Grain Company's Minnesota Lake, Minn., station.

BURDICK.—Aged 46 years, Munson Burdick died suddenly at Detroit, Mich. A nervous breakdown is said to have caused his death. He was vice-president and treasurer of the Burdick-Thomas Company, grain brokers. Mr. Burdick was also a member of the Chicago Board of Trade.

CRADOCK.—Patrick Francis Cradock died at his home in Brooklyn, N. Y. Mr. Cradock was a grain and feed dealer. His widow, one son and five daughters survive him.

CLUTTER.—A. E. Clutter died recently at Los Angeles, Calif., on May 21. He was well known to hay men throughout the country and at one time was active in National Hay Association affairs.

COOPER.—Apoplexy caused the death of Harry H. Cooper at New Haven, Conn. Mr. Cooper was a retired wholesale grain dealer of Chicago, Ill.

DAILEY.—Aged 73 years, William Dailey, a grain and produce buyer, died at his home in Brockport, N. Y. His widow and seven children survive Mr. Dailey.

EGGLESTON.—On May 18, Chas. B. Eggleston died at his home in Pasadena, Cal. Mr. Eggleston was for 25 years a member of the Chicago Board of Trade and was reputed at one time to be the largest cash grain dealer in the Middle West.

FARMER.—Oscar Farmer, Jr., died recently. He was a member of Oscar Farmer & Son, grain and feed dealers, located at Louisville, Ky.

FRANK.—Wm. Frank, prominent grain broker, committed suicide by drowning himself on May 11. He was a resident of Indianapolis, Ind.

HALE.—Acute indigestion caused the death of John D. Hale at Decatur, Ind. He was an old tim in the grain business and owned elevators at Dec tur, Monroe, Craigville, Curryville and Peterson.

HART.—After an illness of one year, Geo. Hart, president and treasurer of the Lake Sho Elevator Company, died at Cleveland, Ohio, on Ma 23. Mr. Hart was born in 1858 at Sandusky. H conducted a farm near that town until 1902, whe he came to Cleveland and formed the Lake Sho Elevator Company. Mr. Hart was a member of th Grain and Hay Exchange of Cleveland. His widow two daughters and one son survive.

MATTHEWS.—W. D. Matthews died at Toront Ont., on May 24. Mr. Matthews was head of th grain firm, W. D. Matthews & Co. He was 70 yea old.

RANSON.—On May 12, aged 89, Major A. R. R Ranson died at his home in Baltimore, Md. He wa formerly a grain and flour merchant.

ROSENBAUM.—Joseph Rosenbaum died recent at Pasadena, Calif. Mr. Rosenbaum was an o time grain man of Chicago and was the founder M. & J. Rosenbaum which later became the Rosenbaum Grain Company. Mr. Rosenbaum retire from active business two years ago because of h advanced age. A detailed account of Mr. Rose baum's business career is to be found elsewhe in this issue.

TYNG.—Alex G. Tyng, an old timer in the grai business living at Peoria, Ill., died on June 6. H cornered the oat market at Chicago and New Yor several years ago and became known as the "oa king." His firm, Tyng, Hall & Co., is a wide known commission firm. Further details are to b found elsewhere concerning Mr. Tyng.

WENDALL.—John H. Wendall died at his hom in Detroit, Mich., aged 77 years. He was at th head of the J. H. Wendall Grain Company.

THE AMERICAN ELEVATOR AND GRAIN TRADE

Thirty-Seventh Year

# FIELD SEEDS

## -YOUR-OWN-FEED" CAMPAIGN INCREASES SEED DEMAND

rs in Washington County, Wisconsin, have l on a "Grow-Your-Own-Feed" campaign. is to boost alfalfa for hay and corn and s for silage. Just what the results for the and feed dealers will be remains to be t one thing is certain, seed orders from on County have taken a tremendous jump. in the county have already placed orders 0 pounds of common alfalfa seed, 2,000 f hardy Grimm alfalfa and 8,000 pounds of ing soy beans. It is estimated that this see an increase of at least 1,000 acres in the county, and 1,500 acres of corn and s for silage.

## GENERALLY LOWER IN NEW YORK

BY C. K. TRAFTON.

rmination of the season has been charac- y the customary dullness and narrowness ew York seeds market. As usual, buyers n in small attendance and displaying prac- o interest. Of course, as conditions have abnormal and unsettled during the war, it o means strange that similar conditions vailed during the period of readjustment. as, in short, been considerable irregularity, ades being firmer, although as a rule the was downward. The latter was espe- ue of crimson clover, which fell about $2 ounds, because of a decidedly unique item, the totally unexpected arrival of about gs from France.

lly, the discovery that Europe was no buyer here, but was actually able and sell such a large amount created quite a and incidentally threw somewhat of a many who had been holding for higher s a result, they named lower prices which fairly brisk business as there was no that the seed was urgently wanted. How- mpetent authorities believe that this is closed incident. In short, they are con- nat France has no more to spare, and more- y argue that the quantity involved was in trifle in view of the fact that we ordinar- rt from 20,000 to 30,000 bags. Therefore dict that prices will remain firm, being d that Franklin County, Tenn., which bout 90 per cent of our crop, will lose at f of its expected yield because of the frost ement weather last month.

clover the feature has been the offerings ly on a basis of 37@38 cents c. i. f. New That country had a fair crop and is the ducer now offering. The French crop is ly cleaned up and as the meager supplies g will be needed locally, exports to Eng- prohibited. As far as our domestic sup- ncerned, it is said to be just about enough summer demand.

arket for timothy has been featured by advance of 50 cents per hundred-weight. d that practically all supplies have passed he hands of small dealers into the strong- is in the country, and the latter have been strongly in anticipation of a further ad- It is argued that timothy has been selling compared with other kinds and that the p may be short, partly because so much s put into grain crops, and partly because ceed rains and severe storms in some of cipal states, causing prostration of many Moreover, a better demand from Europe is ed.

upply of alsike has been virtually wiped hence it has been impossible to obtain quotations. Hence there will be no sur- the new crop will have to cover all re- its. If the crop was seriously hurt by the April and May a severe shortage may de- Although no effort has been made to do in sunflower seed, the market has been t a basis of 16½ cents for gray stripe. estic supply is thoroughly cleaned up and new crop is harvested Argentina will be source of supply. Difficulty has been ex- in shipping seeds from that country lack of steamers and shipping by sailing unsatisfactory. Manchuria is out of the wing to crop failure. To a large extent s also true of rapeseed. Japan is offer- 5 per 100 pounds, c. i. f. New York, the steamer room adding materially to the fact that it is impossible to buy a full any one dealer indicates the exhaus- cal stocks. The quotation is about 9½ cents with demand active because it cannot be replaced at anything like that price. It is evident that its use in this country has increased tremendously. Reliable authorities state that cow peas have been a failure, while soya beans are scarce and high in price. Therefore it appears that the farmer when he sows his "land builder" will have to depend on crimson clover entirely as he will have no vetches, cow peas, or soya beans available. Comparing its price with the price of red clover, it would appear to be the best buy on the market.

---

Governor Smith of the State of New York has vetoed the Witter Seed Bill brought before him on May 7.

R. L. Little and Richard Burns have purchased the business of the Mills Seed Company of Washington, Iowa.

E. A. Kelly, S. W. Davis and W. M. Caldwell have incorporated at San Antonio, Texas, as the Davis Fuel & Seed Company. Its capital stock is $6,000.

J. L. Mitchell, Jr., is now manager of Kimbrough Seed Company of Meridian, Miss, formerly with Rumble & Wensel of Natchez, Miss.

Plans have been completed by J. H. McKee for the erection of a building 30x100 feet at Eufaula, Okla. He expects to handle seed extensively.

The Chambers Seed Company, Inc., has purchased a four-story building at Louisville, Ky., and equipped it with latest machinery, including electrical cleaning and fanning machinery.

The firm name of the seed firm I. L. Radwaner at New York City has been changed to the I. L. Radwaner Seed Company. The founder of the firm, whose name it has carried, has been dead for several years.

Two adjoining buildings have been purchased by Geo. J. Nicht, a seed and feed dealer of Auburn, N. Y. Additional space is to be used for enlarging its seed business. Another piece of property which Mr. Nicht also purchased is to be used for his hay business.

The interest of M. G. Madson in the Madson Seed Company of Madison, Wis., has been disposed of by him. He will retire. The business is to be conducted under the same name and the capital stock of the firm increased. New buildings are to be erected. Chas. L. Kuntz is president and general manager of the firm.

The Southern Seedsmen's Association held its first annual meeting at Montgomery, Ala., on May 26. Louis Reuter of New Orleans, La., is president of the association. Addresses were made by Dr. J. F. Duggar, director of the Auburn Experimental Station; W. A. Wheeler, of the Seed Reporting Service at Washington; Curtis Nye Smith, of Boston, Mass., and Fred I. Meyer of New Orleans.

(*Continued on page* 930)

# HAY, STRAW AND FEED

## CINCINNATI HAY CONDITIONS

In our market letter written for the "American Elevator and Grain Trade" January 10, we said that the hay situation would be serious before new hay was available. At that time it was hard to find anyone to agree with us but conditions at the present time seem to justify our prediction. The movement during the past week was the smallest in months and the prices obtained were the highest ever recorded in this market, the top being $42.75 for No. 1 timothy. Country stocks are reported to be almost cleaned and the stocks in Southern and local warehouses are very low. The demand is only fair but exceeds the supply. There is a firm tone to the market, and while shipping orders are somewhat curtailed, it is because of the hesitancy of dealers in quoting as they are fearful that the supply will not permit their offering freely.

Very little good hay is arriving and very few cars are loaded uniformly, indicating that country shippers are cleaning up their stocks. We believe the real difficulty will not be as much a matter of price as it will be of obtaining the hay. However, we advise the shipping of hay now, as prices are very high and new hay will be available in the South before long.—*The Brouse-Skidmore Grain Company, Cincinnati, Ohio, in letter of June* 10.

## ALMOST NO HAY IN NEW YORK

BY C. K. TRAFTON.

The unsatisfactory conditions existing in the New York hay market as described in our reviews for the past several months still prevail, and to a more marked extent. The continued strength of prices was by no means astonishing in view of the fact that supplies as a rule were negligible. Indeed, almost famine conditions prevailed at times, with Brooklyn still the worst sufferer. In that borough there were frequent periods of several days each in which not even a single car of No. 1 timothy was to be had at any price.

In fact, the same was often true of No. 2, and hence there was often no relief for those dealers who in their desperation decided to get along as well as they could with No. 2 if No. 1 was unavailable. Under such circumstances, as noted last month, the question of price was generally secondary and if the hay was merely merchantable, or common No. 2 the buyers would pay the price which they would ordinarily consider high for choice No. 1. The paucity of supplies actually became so acute at times that buyers were said to have paid virtually the No. 2, or even the No. 1 price, for hay that was certainly not better than No. 3, although, of course, such conditions did not obtain if several cars of different grade happened to be on hand at one time.

It seems almost superfluous to say that the continuation of such abnormal conditions for so long a period has been a source of universal astonishment and disappointment, especially among buyers. Many of them have finally been forced to confess that their long-standing conviction that large supplies remained in the interior had been almost entirely without foundation, for the present conditions cannot be otherwise explained.

It is only fair to state, however, that even the more conservative and well-informed receivers or commission men who had held the opposite view regarding interior stocks had not expected to have their opinions so emphatically confirmed. As a matter of fact, it is doubtful if even the most sanguine "bulls" had dared to predict four or five months ago that No. 1 would sell above $2.00 this spring, and those who did not expect prices to work down closer to a peace-time basis after the war ended were decidedly in the minority.

Naturally, the failure of these expectations to materialize created wide-spread bewilderment. In their efforts to find convincing explanation for the maintenance of such remarkably high values, conditions were sharply investigated in all hay sections both here and in Canada.

As a result, several unusual and uninteresting facts were unearthed. For one thing, it was discovered that for some mysterious reason the demand had been unusually active and frequently originated in regions that had been almost unheard of heretofore. Domestic shippers, for instance, reported that large quantities of hay had been bought for shipment either to the West or South, buyers as far south as Florida, for example, drawing supplies from producing sections which have generally shipped almost entirely to this market. This unexpectedly urgent demand from what might be termed new markets is certainly largely responsible for the extremely light and sporadic movement to the old distributive centers.

The reports as to the striking broadening of the demand were confirmed by an official report from the Agricultural Department to the effect that only 9.4 per cent of the crop, 8,493,000 tons, remained on the farm on May 1. This is in striking contrast with the 11.7 per cent, or 11,476,000 tons a year ago, and the five-year average of 12.2 per cent, or 11,803,000 tons. Three years ago the quantity on farms on May 1 was 14,252,000 tons. The latest official figures give the hay areas for this season as follows: Tame hay, 55,927 acres; wild hay, 15,297,000 acres.

Immediately prior to this writing a somewhat quieter tone developed. Partly because of the extremely high price levels, and partly owing to the bright outlook for a fairly large crop as a result of beneficial rains over a decidedly wide area, the movement from the interior showed substantial enlargement, and as a consequence there was much less excitement and buoyancy.

The market for straw has been without important developments. Prices were generally slightly easier as buyers were apathetic as a rule, while offerings were liberal, as compared with hay, straw has been unusually quiet.

# GOODRICH
# "CARIGRAIN" BELT



TRADE MARK

This represents the highest development of Conveyor Belt for Grain handling. Its extreme toughness and flexibility, perfect adaptability for use with troughed or flat idlers, and its remarkable long-ageing qualities make "CARIGRAIN" a profitable purchase that will "carry-on" with almost indefinite persistence. Write us today.

THE B. F. GOODRICH RUBBER COMPANY, The City of Goodrich—Akron, Ohio

## FRISCO RAILROAD HAY REPORT

C. B. Michaelson, Supervisor of Farm Marketing for the Frisco Lines, makes the following hay report:

The first cutting of alfalfa hay from Oklahoma and Kansas points along Frisco Railroad is now ready to move. Owing to unfavorable conditions, about 75 per cent of the commercial crop was damaged, due to too much rain; therefore, there will not be a large amount of pea green or choice hay. However, there will be a large quantity of hay somewhat discolored but still excellent for feeding purposes, retaining a good percentage of the leaves. The second crop, however, is now coming on in good shape and if weather conditions are more favorable this cutting should furnish a large commercial movement of good grade hay.

Growing conditions prior to the rains at harvesting time were ideal and the hay should make very good feed. We urge hay dealers who can market this grade of hay to immediately get in touch with hay shippers in Frisco producing territory.

Complete information showing the names of hay shippers will be sent upon request.

---

A feed store has been opened at Lonoke, Ark., by A. J. Wood.

Jas. Lash has purchased the feed business of S. D. Samson at Sturgis, Mich.

Mrs. Carrie Sassman has sold her feed store located at Blackcreek, Wis., to E. L. Kleist.

A hay barn of galvanized iron is to be erected at Junction City, Kan., by Christensen & Webster.

Improvements are being made to the feed and flour establishment of G. H. Lee at Clarion, Iowa.

G. M. Kirby has opened a feed and flour business, both wholesale and retail, at Aurora, Mo.

An interest in the Tennessee Mill & Feed Company, wholesale dealers of feed and flour at Birmingham, Ala., has been purchased by Will H. Adams.

John Truax has purchased E. L. Mesnard's interest in the feed business at Sycamore, Ohio, conducted as Truax & Mesnard.

Half interest in the feed and flour business conducted by G. E. Garrison at Ft. Scott, Kan., has been purchased by J. T. Smith.

H. L. Post, C. F. Carscallen and C. E. Cassidy have incorporated at Manhattan, N. Y., as the Yost & Van Vorst Hay Company. Capital stock amounts to $50,000.

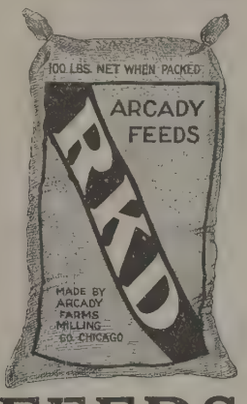
Facilities for handling hay at Auburn, N. Y., have been enlarged by B. A. Dean & Son, Inc. The building which has been leased is 250 feet long with complete office facilities and four tracks.

A. E. Gutteridge is president of A. E. Gutteridge & Co., incorporated recently at Chicago, Ill., to handle feed, hominy, dried grains, gluten, linseed oil meal, copra meal and cottonseed meal. Mr. Gutteridge was formerly buyer with the Park & Pollard Company.

"For years we have encouraged outside trade to come to Chicago," say Albert Miller & Co., Chicago, in letter of June 10, "and at present we feel safe in saying that 50 per cent of the hay received on this market is shipped out. This is why Chicago so quickly recovers after a slight break and why the market here is more uniform than the surrounding markets."


ALFALFA
ALFALFA
ALFALFA
We are the Largest Distributors
of ALFALFA in
GREATER NEW YORK
Shippers who have Alfalfa Hay to dispose of, if they will communicate with us we will provide a satisfactory outlet.
ALFALFA
W. D. Power & Co., 12-15 N.Y. Hay Exchange NEW YORK
ALFALFA
ALFALFA
ALFALFA

There Is Genuine Satisfaction
In Selling




FEEDS

*They are made from the standpoint of the Feeder*

ARCADY FARMS MILLING CO. 208 So. La Salle St., CHICAGO

This Electric Brown-Duvel Moisture Tester
FOR GRAIN, SEED, FLOUR, FEED, Etc.
$40.00 Complete, f.o.b. Chicago



Glass flasks or copper. Heat regulated by turn screw, same as a lamp. All parts galvanized to prevent rust.

**Self measuring oil faucet,** 150 cc. at each draught.

**Strainer oil tank** separates oil from corn, for re-use.

This is **official,** exactly according to Government requirements (bulletin 72) and of the type used in all Government offices. We make it also for gas and alcohol, where electricity is not available.

We will change your old machine to electric for $3.00 per burner, including wiring and switches. This new electric heater is simple and inexpensive. New coils are 10c each and are replaced as readily as the wick in a lamp.

*Our New Sample-Weighing Scale*

sensitive to 1/30 of one gram. Made expressly for use with the tester. Weighs 25, 50, 75 and 100 grams only. No loose nor sliding weights to handle after once adjusted. Convenient and simple.

**Price $5.00**



Illustrated booklet, with official instructions for testing, on request.

Hess Warming & Ventilating Co. 1210 TACOMA BUILDING Chicago

ESS DRIERS For Grain and

# FIELD SEEDS

(*Continued from page 928*)

### TIMOTHY SEED QUITE ACTIVE

"There has not been quite as much business done in cash seed as last week," say J. F. Zahm & Co., of Toledo, in a recent letter. "The stock here is still large, although a little is being shipped out right along. The difference between the price of cash and September looks rather big, but of course the carrying charge is quite an item, and September means timothy from the new crop. October sells under the September because some figure there might not be much of a movement of new seed until October. The largest holders of cash still seem to feel secure of their position, but that does not mean that they might not change their minds any moment, if conditions warranted. There is room for further advances which may come if we get a decided increase in the cash demand, or the crop news comes unfavorable. On the other hand if holders of cash and futures should become weary and sell out, a lower level of prices might prevail."

### IMPORTATION OF SUGAR BEET SEED FROM GERMANY

The War Trade Board announce that applications for licenses to import into the United States sugar beet seed from Germany, or which originated in Germany, will be considered. Licenses covering such importations, however, will not be issued until the importer in the United States has made effective arrangements to make the purchase price of such commodity available for the purchase of foodstuffs for Germany by depositing said purchase price with the American Relief Administration for remittance through said Administration to the persons thereto entitled. The duplicate receipt issued by the American Relief Administration must be submitted to the Bureau of Imports of the War Trade Board when applications for licenses are filed.

### 6,678 SPRING SEED GRAIN LOANS IN NORTHWEST

The final report to the United States Department of Agriculture from the Federal Seed Grain Loan Office at Great Falls, Mont., discloses that $2,344,897 has been lent to farmers in Montana, North Dakota and Washington State under the regulations announced when the President's $5,000,000 fund was set aside for this purpose. Montana farmers receiving loans numbered 5,824; 1,354 were thus aided in North Dakota; and 38 in Washington. The loans in Montana totaled $1,847,360 on 369,472 acres of land; in North Dakota, $483,567 on 96,714 acres; and in Washington, $13,970 on 2,794 acres.

Applicants for loans were required to use seed and methods approved by the Department of Agriculture. The primary object of the loans was not to stimulate the planting of an increased acreage of grain for the drought areas, or even necessarily to assure the planting of a normal acreage, but rather to assist in tiding farmers over the period of stress caused by previous crop failures.

## Grain and Seeds

### SCREENINGS WANTED

Corn, wheat, barley, seed screenings, oat clips and elevator offal. Send average sample. GEO. B. MATTHEWS & SONS, 420 S. Front St., New Orleans, La.

**White Clover**
**Orchard Grass**
**Tall Meadow Oat Grass**
**Rye Grass**

**WM. G. SCARLETT & CO.**
**BALTIMORE, MD.**

**SEEDS** Grain, Clover and Grass Seeds
CHAS. E. PRUNTY
*7, 9 and 11 South Main St.* SAINT LOUIS

**A. W. SCHISLER SEED CO.**
LET US KNOW YOUR WANTS IN
FIELD AND GARDEN SEEDS
Office: 704-6-8-10 North 4th St. ST. LOUIS, MO.
Track Warehouse: S. W. Cor. Collins and Biddle

**KELLOGG SEED CO.**
186-194 FLORIDA STREET : MILWAUKEE, WIS.
***CLOVER, TIMOTHY***
***::GRASS, SEEDS::***
**Please Figure with Us, when you wish to Buy or Sell**

**FIELD and GRASS SEEDS**

Timothy, Red Clover, Alsike, Alfalfa, Sweet Clover, White Clover, Redtop, Blue Grass, Orchard Grass, Millets, Hungarian, Sunflower, Sowing-Rape, Buckwheat, Popcorn, Seed Corn, Fodder Corn, Seed Grain, Grain Bags, etc.

WE ARE BUYERS FROM PRODUCING SECTIONS AND WE SUPPLY DEALERS IN CONSUMING SECTIONS SELLERS MAIL SAMPLES FOR BIDS
BUYERS ASK FOR SAMPLES AND PRICES

PURISCO TRADE MARK

Dealers wanting to furnish a superior grade of seed to particular farmers should handle our

**Purisco Brand Seed**

It is of uniform quality, high purity and strong germination, and has given excellent satisfaction to a large list of dealers who specialize in "Seeds That Grow."

**Samples Furnished Upon Request—Inquiries Solicited**

**THE ILLINOIS SEED CO., 369 E. North Water St., CHICAGO, ILL.**

# For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

## ELEVATORS AND MILLS

FOR SALE

Grain elevator for sale. Also three fine business lots and 40-acre farm with fine residence. E. HAUTERBROOK, Green Bay, Wis.

FOR SALE

Part interest in a few elevators in Barton, the banner wheat county of Kansas. Crops immense. 515 NEW ENGLAND BUILDING, Topeka, Kan.

FOR SALE

Elevator and malting plant located at Davenport, Iowa. Grain elevator 220,000-bushel storage capacity. Malt house 1,800-bushel daily capacity. Situated on the C. R. I. & P. Ry. tracks, and C. M. & St. P. and C. B. & Q. Roads are available. Transit privileges are granted for Eastern and Southern points, and the location is very favorable for distribution of feeds and grain to these points as well as to the central feeding district. The location is in one of the best farming districts. Plant is in good physical condition and was operated until malt was prohibited. For particulars apply to DAVENPORT MALT & GRAIN COMPANY, Davenport, Iowa.

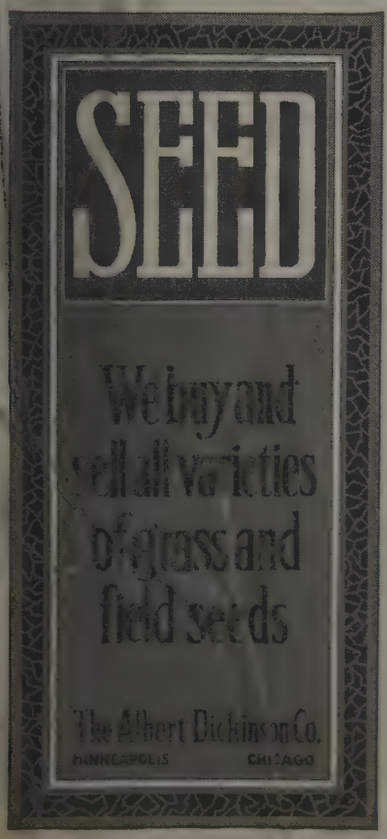
## MACHINERY

FOR SALE

Scale test weights. Highest bid gets them. CHAS. LOVE, Macon, Ill.

FOR SALE

Two Richardson Automatic Scales. Write for particulars. BOONEVILLE MILLING COMPANY, Booneville, Ind.




FOR SALE

One No. 8 Monitor Oat Clipper, right hand, good as new, with shoe. Has not clipped ten cars of oats. Dirt cheap. A. S. GARMAN COMPANY, Akron, Ohio.

WANTED

Used Ellis Grain Drier complete with fans, steam coils, etc. Must be in A-1 condition. Give capacity, dimensions, and lowest price. MILLER, care Trafton's Bureau, 90 Broad St., New York City.

WANTED

Second hand Monitor Automatic Receiving Separator with disc oiling eccentrics and sieve cleaners, size No. 10, 11 or 12; style B preferred, style A considered. C. O., Box 6, care "American Elevator and Grain Trade," Chicago, Ill.

FOR SALE

No. 1D Monitor Separator; 40-horsepower Williams Bros. Boiler and 15-horsepower steam engine; 1,000 Empire and Salem Elevator Cups, 3½x3½. We are enlarging our capacity and will sell these at a bargain. WASECA MILLING COMPANY, Waseca, Minn.

## HELP WANTED

WANTED

Forty carpenters, millwrights, nail drivers and two foremen. Elevator construction work. J. D. McCLEAN & Co., Hunnewell, Mo.

## BAGS

BAGS—BAGGING—BURLAP

Second-hand bags for all purposes. Offices: New York, Pittsburgh and Utica. UTICA BAG & BURLAP COMPANY, 438-40 Whitesboro St., Utica, N. Y.

FOR SALE—BURLAP BAGS OF EVERY KIND

New or second-hand, plain or printed with your brand; seamless cotton grain bags; sample bags; burlap, cotton, sheeting, or paper for car lining, etc.

Wanted: Second-hand bags; best prices paid. WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.

# Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

THE MOST ECONOMICAL PAINT IS THE ONE THAT GIVES THE MOST YEARS OF SERVICE

DIXON'S SILICA GRAPHITE PAINT




because of its pigment, flake silica-graphite successfully withstands the excessive heat and sulphurous gases that escape from a smokestack. The pigment is practically inert and does not combine chemically with the vehicle, pure boiler linseed oil, like some other pigment.

You have a guarantee of QUALITY when you use Dixon's Silica-Graphite Paint. It is made in FIRST QUALITY only.

Write for smokestack records which will tell of a service of 5 to 8 years without the necessity of repainting. Booklet No. 17-B will also be of interest.

Made in Jersey City, N. J., by the

JOSEPH DIXON CRUCIBLE COMPANY

ESTABLISHED 1827

FOR SALE

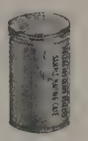
FORDS run 34 miles per gallon with our 1919 carburetors. Use cheapest gasoline or half kerosene. Start easy any weather. Increased power. Styles for all motors. Runs slow high gear. Attach yourself. Big profits for agents. Money back guarantee, 30 days' trial. AIR-FRICTION CARBURETOR COMPANY, 1495 Madison St., Dayton, Ohio.

SCALES REPAIRED AND SOLD

50 wagon scales, capacity from 4 to 15 ton. Any size platform in following makes: Fairbanks, Howe, Buffalo, Standard and Columbia. Each scale that leaves our factory is thoroughly overhauled and tested and guaranteed to be correct. We furnish competent men for outside work.

COLUMBIA SCALE CO.

2439 N. Crawford Ave. CHICAGO, ILL.



For Accurate Moisture Tests use our Grain Dealers Air Tight Cans for forwarding your grain samples. Write for prices.

ST. LOUIS PAPER CAN AND TUBE CO., ST. LOUIS, MO.

LEATHER RUBBER **BELTING** CANVAS STITCHED

An Enormous Stock of New and Used Power Transmission Machinery, Belting, etc.

**TEUSCHER** & SON MACHINERY SUPPLY CO.

527 N. Second St. St. Louis, Mo.

Send for No. 18-L Bargain Book

**Robinson Telegraphic Cipher**

Revised Edition

Cloth Binding . . . . . $1.50

Leather Binding . . . . . 2.00

MITCHELL BROTHERS PUBLISHING CO.

341 S. Dearborn Street Chicago, Ill.

**THE SYKES COMPANY**

930 West 19th Place, Chicago

MAKERS OF

FIREPROOF WINDOWS



WE manufacture all gauges of corrugated iron, either painted or galvanized. We make Patent Cap Roofing-Roll Cap Roofing, "V" Crimped Roofing, Metal Ceilings, etc., etc.

We make a specialty of

**Corrugated Iron and Metal Roofing For Grain Elevators**

And take contracts either for material alone or job completed. Write us for prices. We can save you money.

**Spear Grain and Flour SAMPLE ENVELOPE**

FOR

**Mailing Service**

WRITE FOR SAMPLES

HEYWOOD MFG. COMPANY

MANUFACTURERS OF

ENVELOPES, CEREAL CARTONS, GENERAL PRINTERS

424 No. 3rd St. Minneapolis, Minn.

BOARD OF TRADE

# PEORIA

GRAIN RECEIVERS

**CONSIGN YOUR GRAIN TO**

## WARREN COMMISSION CO.

If you prefer to sell to arrive, wire or telephone for bids.

PEORIA, ILLINOIS

---

T. A. GRIER, Pres. J. A. WARING, Sec.
E. V. MALTBY, Vice-Pres. SAMUEL THOMAS, Treas.

**T. A. GRIER & CO.**
(Incorporated)
Grain Commission
Merchants and Shippers
Members: Peoria Board of Trade, Chicago Board of Trade
18-19-20-22 Chamber of Commerce Bldg., PEORIA, ILL.

---

**P. B. & C. C. MILES**
Established 1875 Incorporated 1910
**PEORIA, ILL.**
Handling Grain on Commission
Our Specialty

---

Louis Mueller, President F. W. Mueller, Sec. & Treas

**MUELLER GRAIN COMPANY**
(Incorporated)
*Receivers and Shippers*
***GRAIN***
We Solicit Your Consignments of Grain
Room 39 Chamber of Commerce, PEORIA, ILL

---

**BUCKLEY & CO.**
*COMMISSION MERCHANTS*
GRAIN, HAY AND SEEDS
PEORIA, ILL.
References | First National Bank, Peoria, Ill.
Commercial German National Bank, Peoria, Ill.

---

Try Feltman Service for Satisfaction

**C. H. Feltman Grain Co.**
*Grain Commission*
Room 27
Chamber of Commerce Peoria, Ill.

---

**E. B. Conover Grain Co.**
Receivers and Shippers
GRAIN CONSIGNMENTS
Peoria, Ill.

---

**Smith-Hamilton Grain Co.**
Grain Merchants
Peoria - Illinois
Members
Chicago Board of Trade
Peoria Board of Trade
Grain Dealers Nat'l Assn.
Correspondent
Beach-Wickham Grain Company

---

Good Prices and Quick Returns
*TRY US*
**GEO. L. BOWMAN & CO.**
Grain Commission
Room 24,
Chamber of Commerce PEORIA, ILL.

---

**Rumsey, Moore & Co.**
GRAIN COMMISSION
Board of Trade Bldg., PEORIA, ILL.

---

**GRIER**
GRAIN & COMMISSION CO.
331 So. Washington St.
Opposite Board of Trade Bldg.
PEORIA, ILL.
We can give you first-class service on consignments.
We also furnish bids.

---

**A Card Ad**
in the
**"American Grain Trade"**
has Excellent Display and
is Always Easy to Find.

---

**W. W. Dewey & Sons**
**GRAIN COMMISSION**
26 Chamber of Commerce
**PEORIA - - ILL.**

---

J. A. McCREERY H. A. McCREERY J. R. McCREERY

CONSIGN YOUR GRAIN TO

## J. A. McCREERY & SONS

Service and Satisfaction Guaranteed. RECEIVERS AND SHIPPERS Room 5 Board of Trade Bldg. PEORIA, ILL.

---

BOARD OF TRADE

# DULUTH

GRAIN RECEIVERS

---

**YOU** Can keep in touch with the news and reports of the Grain and Elevator world by reading the "American Grain Trade."

***SUBSCRIBE NOW—$1.00 A YEAR.***

---

## WHITE GRAIN CO.

**SHIPPERS**

FANCY OATS
MILL OATS
SCREENINGS

FEED WHEAT
BARLEY
RYE

*Write for Samples and Quotations* - - DULUTH

GRAIN & HAY EXCHANGE

# PITTSBURGH

GRAIN RECEIVERS

**HERB BROS. & MARTIN**
Grain, Hay and Feed
BUYERS--SHIPPERS
Wabash Building, Pittsburgh, Pa.

**HARPER GRAIN CO.**
401 Wabash Building,
Pittsburgh, Pa.
We know how to market grain only.
Modern elevator facilities at your command.

OUR Special Service Satisfies Shippers

**W. F. HECK & CO.**
*Car lot buyers and shippers of*
GRAIN, HAY, STRAW, MILL FEED
Try Us For Pittsburgh Market
705 Wabash Building

ESTABLISHED 1872
**R. S. McCAGUE, Ltd.**
Wholesale
Receivers and Shippers
Corn, Oats, Hay and Mill Feed
417-419 Westinghouse Bldg.
Pittsburgh, Pa.

**ROPP'S CALCULATOR**
A new and improved edition of this standard work, invaluable to grain dealers. Tables show at a glance the value of wheat, corn, rye, oats, barley, seeds, etc., at all market prices per bushel; also the weight reduced to bushels. Trade discounts, stock tables, capacity tables, short-cut arithmetic. Solves any problem in the twinkling of an eye. The grain tables alone make it indispensable to all who handle grain. Price $1.25 postpaid.
MITCHELL BROS. PUBLISHING CO.
431 S. Dearborn St., Chicago, Ill.

**GEO. E. ROGERS & CO.**
*Receivers and Shippers*
Grain, Hay, Flour and Mill Feed
*Experience—Years of it*
TRY US ON THAT NEXT CAR
801 Wabash Bldg. PITTSBURGH, PA.

PRODUCE EXCHANGE

# TOLEDO

GRAIN RECEIVERS

**CLOVER SEED**
International Game, Played in Toledo, Ohio. Providence Does Dealing. When "Seedy" favor
**C. A. KING & CO.**
Like Billy Sunday, they Deal in Cash and Futures

F. MAYER J. A. STREICHER
F. W. JAEGER W. W. CUMMINGS
**J. F. Zahm & Co.**
ESTABLISHED 1879
TOLEDO
FORTY YEARS
From the days of the old self-rake reaper to the header-thresher-sacker of today, the House of Zahm has stood for "responsibility" in the grain and seed business. Always keeping step with industrial and commercial conditions, it is today, after two score years, anxious to handle your consignments with the assurance of courteous and efficient service. "Send it to Zahm."
WHY NOT CONSIGN ALL THE TIME?

**Chatterton & Son**
Mt. Pleasant, Mich. Toledo, Ohio
Wholesale shippers of
Michigan Hay, Oats and Soft Milling Wheat
Also Michigan Beans and Potatoes
*When in the market ask for our prices.*
MEMBERS PRODUCE EXCHANGE, TOLEDO, OHIO

**JOHN WICKENHISER & CO.**
Wholesale Grain Dealers
TOLEDO, OHIO
We make track bids and quote delivered prices.
Solicit consignments of Grain and Clover Seed.
Members Toledo Produce Exchange and Chicago Board of Trade.

**BUCKWHEAT**
Receivers and Shippers
Southworth & Co., Toledo

**Walls, Bins and Grain Elevators**
By MILO S. KETCHUM
Design and construction are covered completely in this book of 556 pages. The new second edition brings it up to the minute with fresh data, new cuts, and a modern treatment throughout. Over 150 pages were added to the old edition. The new chapters on "Reinforced Concrete" and "Methods of Construction and Cost of Retaining Walls" are especially valuable. It is the standard work on stresses due to granular materials.
**PRICE $4.00 POSTPAID**
**Mitchell Bros. Publishing Company**
**431 S. Dearborn St., Chicago, Ill.**

**THE YOUNG GRAIN COMPANY**
TOLEDO, OHIO
**GRAIN AND SEEDS**
Consignments :: Futures
Let Us Demonstrate Our Service

**H. D. RADDATZ & CO.**
Wholesale Dealers
Wheat, Corn, Oats, Barley, Rye
Are you receiving our bids and quotations?
Ask to be placed on the list.
TOLEDO, :: :: :: OHIO

BOARD OF TRADE

# KANSAS CITY

GRAIN RECEIVERS

GET OUR BIDS TO ARRIVE




CONSIGNMENTS

**ADDISON GRAIN CO.**
Grain Commission Merchants
Consignment Specialists
*"Quality Grain for Particular People"*
Get Our PRICES Before You Buy or Sell
Kansas City . . . St. Louis

**WESTERN GRAIN COMPANY**
*Shippers (a Speciality)*
NATURAL FEEDING AND MILLING CORN, BARLEY, MILL FEED and FLOUR KAFFIR CORN, MILO MAIZE BULK OR SACKED
657-660 GIBRALTAR BUILDING KANSAS CITY, MO.
MEMBERS—Kansas City Board of Trade, St. Louis Merchants' Exchange, Grain Dealers National Association

**UNIVERSAL GRAIN CODE**
And Mill Feed Supplement
Compiled for Use of
Grain and Milling Trades
OF THE
United States and Canada
Send for a Copy Now
Price $3.00
MITCHELL BROS. PUBLISHING CO.
431 South Dearborn St., Chicago, Ill.

**We Buy and Sell All Kinds of Grain**
CORRESPONDENCE SOLICITED
SIMONDS-SHIELDS-LONSDALE GRAIN CO., Kansas City, Mo.

BOARD OF TRADE

# INDIANAPOLIS

GRAIN RECEIVERS

ESTABLISHED 1904
Fred A. Vawter Chas. M. Vawter
"We Serve You Better"
**BELT ELEVATOR & FEED CO.**
Commission Grain Brokerage
Sam J. Bruce, Manager Commission Dept.

John W. McCardle Bert K. Black Clyde A. McCardle
**McCARDLE-BLACK CO.**
GRAIN COMMISSION MERCHANTS
We Know the Kind of Service You Want
And Can Furnish It
601 Board of Trade Indianapolis, Indiana

Established 1883
**H. E. KINNEY GRAIN CO.**
GRAIN, HAY, FEED
Consignments Have Personal Attention
Correspondence Solicited
617 Board of Trade Indianapolis, Indiana

**THE URMSTON GRAIN CO.**
INDIANAPOLIS - BUFFALO
CONSIGNMENTS OF CORN, OATS, WHEAT AND RYE SOLICITED. Thoroughly equipped at Indianapolis and at Buffalo to handle your shipments.
Indianapolis Office—conducted on a strictly commission and brokerage basis. Buffalo Office—conducted on commission, track buying and distributing basis. Ask them for bids.
WE RESPECTFULLY SOLICIT YOUR BUSINESS

**WM. R. EVANS GRAIN CO.**
Grain Merchants
Our experience will get you the results you are after. Send us your corn and oat shipments.
Board of Trade Bldg. Indianapolis, Ind.

Cash—Futures—Private Wire
819 POSTAL TEL. BLDG.
SAWERS GRAIN CO.
CHICAGO
TELEPHONE, HARRISON 1504
Try our Indianapolis Service with your consignments
PHONES { Bell—Main 1867 / Automatic 28-413 } 515 Board of Trade Indianapolis

**P. M. GALE GRAIN CO.**
BROKERAGE
My Specialty
Let me buy for you in Indianapolis.
I satisfy others—why not you?
INDIANAPOLIS - - - INDIANA

**Robinson Telegraphic Cipher**
Revised Edition
Cloth Binding . . . . . $1.50
Leather Binding . . . . . 2.00
MITCHELL BROTHERS PUBLISHING CO.
431 S. Dearborn Street Chicago, Ill.

MERCHANTS' EXCHANGE

# ST. LOUIS

GRAIN RECEIVERS


**Nanson Commission Co.**
(INCORPORATED)
GRAIN AND HAY
202 Chamber of Commerce
Write Us for Full Information on St. Louis Markets
ST. LOUIS
Consignments a Specialty

**GOFFE & CARKENER CO.**
RECEIVERS
GRAIN, HAY AND SEEDS
106-107 MERCHANTS EXCHANGE
ST. LOUIS
W. C. GOFFE G. S. CARKENER G. C. MARTIN, Jr.
K. C, Mo., Office, 101-102 Board of Trade

"THE CONSIGNMENT HOUSE OF ST. LOUIS"
GRAIN, HAY and GRASS SEEDS
**Picker & Beardsley Com. Co.**
125 MERCHANTS EXCHANGE

**Mason Hawpe Grain Co.**
GRAIN MERCHANTS
Belt Elevator St. Louis, Mo.

*When You Need a Responsible Commission House, Think of*
**Seele Bros. Grain Co.**
St. Louis
Service - Security

RECEIVERS — EXPORTERS — SHIPPERS — OF GRAIN
**Marshall Hall Grain Co.**
ST. LOUIS

MARTIN MULLALLY, Pres.
**MULLALLY HAY AND GRAIN CO.**
HAY, GRAIN AND SEEDS
Merchants Exchange ST. LOUIS, MO.

ALEX. C. HARSH, PRESIDENT — V. C. ELMORE, VICE-PRESIDENT — JOHN H. HERRON, SECRETARY AND TREASURER
**ELMORE-SCHULTZ GRAIN COMPANY**
EXPERT SERVICE GIVEN CUSTOMERS
513-516 MERCHANTS EXCHANGE, ST. LOUIS, MO.
322 S. WASHINGTON STREET, PEORIA, ILL.
440-445 POSTAL TELEGRAPH BUILDING, CHICAGO.
We SOLICIT A PORTION OF YOUR BUSINESS FOR ANY OF THE ABOVE MARKETS, ON THE MERITS OF THE SERVICE WE CAN RENDER YOU.
LET US HAVE YOUR OPTION BUSINESS IN CHICAGO AND ST. LOUIS.
NOTIFY AND MAKE DRAFT ON US AT ST. LOUIS ON ALL SHIPMENTS.

**Toberman, Mackey & Company**
Fastest Growing Commission House in America.
Can handle your consignments in St. Louis and Kansas City.
GRAIN, HAY AND SEEDS
ST. LOUIS KANSAS CI

**COMBINATION**
PRICE FOR
"AMERICAN MILLER" "AMERICAN GRAIN TRADE"
**$2.50**
Send in your SUBSCRIPTION NOW

**Powell & O'Rour**
GRAIN COMPANY
Receivers—Shippers —Exporters
Operating
Brooklyn St. Elevator
ST. LOUIS - MISSOURI
"We Ship What We Sell"

BOARD OF TRADE

# CHICAGO

GRAIN RECEIVERS


**HITCH & CARDER**
Members Chicago Board of Trade
CASH GRAIN OUR SPECIALTY
605 Insurance Exchange Bldg.
Tel. Wabash 6584 CHICAGO

**Gerstenberg & Company**
COMMISSION MERCHANTS
Grain Seeds and Mill Feed
Barley a Specialty
305-315 So. La Salle St. CHICAGO, ILL.

W. SIMONS, President
S. E. SQUIRES, Vice-President
WARREN T. McCRAY, Vice-President
919 POSTAL TEL. BLDG.
SAWERS GRAIN CO.
CHICAGO
TELEPHONE, HARRISON 1504
W. F. McWHINNEY, Treasurer
GEO. L. STEBBINS, Secretary
Representatives
W. A. Werner, Edgar E. Rice
Earl M. Davis, John M. DeBolt
Chas. H. Lyons

**RUMSEY & COMPANY**
FOUNDED 1867
COMMISSION MERCHANTS
BOARD OF TRADE
CHICAGO

E. LOWITZ J. F. BARRETT
**E. LOWITZ & CO.**
Grain Commission
ROOKERY BUILDING CHICAGO
MEMBERS: Chicago Board of Trade, Milwaukee and Minneapolis Chamber of Commerce, St. Louis Merchants Exchange, Kansas City Board of Trade, Winnipeg Grain Exchange.

GEO. S. DOLE, Pres. H. N. SAGER, Sec.
**J. H. DOLE & CO.**
(Established 1852)
Commission Merchants, Grain and Seeds
We solicit your
CONSIGNMENTS
and orders in futures
226 La Salle Street. CHICAGO

**Hulburd, Warren & Chandler**
Stock Brokers and Commission Merchants, Grain and Provisions
Business Solicited in Any Department
Receiving, Shipping, Futures
208 S. La Salle St. CHICAGO

**H. M. PAYNTER**
With ROGERS GRAIN COMPANY
Grain Commission
*Correspondence Solicited*
Postal Telegraph Building CHICAGO

**We Buy**
Wheat---Corn---Oats---Barley---Rye
Send Samples
**The Quaker Oats Co.**
Cereal Millers
Grain Dept. 1600 Railway Exchange
CHICAGO

**J. P. GRIFFIN & COMPANY**
Grain Commission
79 BOARD OF TRADE
Long Distance Telephone Harrison 693 CHICAGO

**ARMOUR GRAIN CO.**
GRAIN DEALERS
CONSIGNMENTS SOLICITED. This department is fully equipped in every way to give the very best service in Chicago.
208 S. La Salle St. CHICAGO

**NORTHERN GRAIN & WAREHOUSE CO.**
Grain Merchants
538 Postal Bldg. Chicago

**E. W. BAILEY & CO.**
COMMISSION MERCHANTS
GRAIN, SEEDS AND PROVISIONS
72 Board of Trade CHICAGO

J. Herbert Ware Edward F. Leland
**CONSIGN**
your Grain and Seeds, and send your orders for
GRAIN, PROVISIONS and STOCKS to
**WARE & LELAND**
190 W. JACKSON BOULEVARD
Royal Insurance Bldg.
CHICAGO
Long Distance Phones:
Wabash 3262 Automatic 51073

W. A. LAMSON H. H. LOBDELL
L. F. GATES
**Lamson Bros. & Co.**
Grain Commission Merchants
1874 1919
Forty-five Years of Service in the Grain Trade
HOME OFFICE
6 Board of Trade Chicago

*Vitality* The Trade Name for Our Line of Feeds
The quality put in these feeds gave them an instantaneous and complete success. Samples and prices on request.
**ROSENBAUM BROTHERS**
77 BOARD OF TRADE CHICAGO, ILLINOIS, U. S. A.

**POPE & ECKHARDT CO.**
COMMISSION MERCHANTS
GRAIN AND SEEDS
111 W. Jackson Blvd. CHICAGO

**Elwood's Grain Tables**
Show the value of any number of bushels or pounds of **Wheat, Rye, Oats, Corn** or Barley at any given price from 10 cents to $2.00 per bushel. One of the most useful books ever offered to the trade. Endorsed by prominent millers and grain dealers. Bound in cloth, 200 pages. Mailed on receipt of price.
**$1.25**
Mitchell Bros. Publishing Co.
431 S. Dearborn St. Chicago

BOARD OF TRADE

# CHICAGO

GRAIN RECEIVERS


**J. C. SHAFFER & CO.**
**GRAIN MERCHANTS**
CHICAGO

Philip H. Schifflin, Pres. Eugene Schifflin, Secy-Treas.
PHILLIP H. SCHIFFLIN & CO.
Incorporated
Commission Merchants
515-518 Postal Telegraph Bldg. Chicago, Ill.
*Consignments of all kinds of Grain and Field Seeds a Specialty*

Bartlett Frazier Co.
GRAIN
COMMISSION MERCHANTS
Western Union Building Chicago

Wherever grain or hay is handled, there the firm of Bridge & Leonard is well and favorably known.
COMMISSION MERCHANTS
Members
Board of Trade, National Grain Dealers Association, National Hay Association
61 to 65 Board of Trade CHICAGO

**HENRY H. FREEMAN & CO.**
Hay, Straw and Grain
COMMISSION MERCHANTS
Correspondence and Consignments Solicited.
Market Reports on Application.
66 Board of Trade CHICAGO, ILL.




Mr. Pickell recently went abroad to investigate agricultural, economic and food conditions jointly for the
*Rosenbaum Review*
and a branch of the Federal Government.
**Read the Review and Be Best Informed.**
**J. Rosenbaum Grain Co.**
417 Postal Telegraph Bldg.
Chicago, Ill.


GRAIN EXCHANGE

# ST. JOSEPH

RECEIVERS AND SHIPPERS


**Marshall Hall Grain Co.**
H. H. SAVAGE, Manager ST. JOSEPH, MO.
*CONSIGNMENTS SOLICITED*
**Grain Bought to Arrive for Different Terminal Markets and Sold for Shipment**

**FUMIGATION METHODS**
By PROF. WILLIS G. JOHNSON
A complete practical treatise on fumigating grain elevators, flour mills, warehouses, etc. 313 pages. Well illustrated. Price $1.00.
MITCHELL BROS. PUBLISHING COMPANY
431 South Dearborn St., Chicago.

**MILLING KINKS**
The latest book for grain elevator operators and millers. A companion book to the Book of Wrinkles. Contains 169 illustrated devices assembled and classified for ready reference.
PRICE $1.00 POSTPAID
MITCHELL BROS. PUBLISHING COMPANY
431 S. Dearborn St., Chicago.

CORN EXCHANGE

BUFFALO

GRAIN RECEIVERS

URMSTON

"Follow The Flag"
With Your Shipments
URMSTON GRAIN COMPANY
Buffalo, N. Y.



Buffalo Grain Company
Receivers, Forwarders and Commission
Consignments Solicited
Est. 1903 Barley a Specialty



Wheat-Rye-Corn-Barley-Oats
Shipped to
Eastern Grain, Mill and Elevator Corporation
Operators of Concrete Elevator, Central Elevator and Iron Elevator
5,000,000 BUSHELS CAPACITY
Will be properly cared for on arrival and show best possible results

Ship Us Your
Corn, Oats and Wheat
Regardless Of Its Condition
*Send us your consignments*
PRATT & CO.
OPERATORS OF
SUPERIOR ELEVATOR
910 Chamber of Commerce, Buffalo, N. Y.

Established 1865
Whitney & Gibson
Consignments
We are organized to render you the most effective service in this market.
1009-1010 Chamber of Commerce BUFFALO, N. Y.

CONSULT ME
WHEN BUYING OR SELLING
OATS
George E. Pierce
CHAMBER OF COMMERCE
BUFFALO, N. Y.
OPERATING
Evans, Monarch and Wheeler Elevators
COMBINED CAPACITY
1,500,000 Bushels

FOR SATISFACTORY RESULTS
CONSIGN
Your Wheat, Corn and Oats to
THE ELECTRIC GRAIN ELEVATOR CO.
Buffalo, N. Y.

L. S. CHURCHILL, President
G. W. BARTLETT, Treasurer
The Churchill Grain & Seed Co.
Commission Orders Executed
Offices: Buffalo, N. Y.
Toledo, Ohio
Seed Warehouse:
Located at Toledo, Ohio
Grain and Seed Bought and Sold
Members
New York Produce Exchange
Toledo Produce Exchange
Buffalo Corn Exchange

S. M. RATCLIFFE
Grain and Hay
ALWAYS IN THE MARKET FOR OATS
Superior facilities for handling Consignments
Chamber of Commerce BUFFALO, N. Y.

The Real Market Place
for grain men is centered in
the advertising columns of the
"American Grain Trade"

## MERCIAL HANGE

# PHILADELPHIA

## RECEIVERS AND SHIPPERS

W. M. RICHARDSON
**RICHARDSON BROS.**
**BROKERS**
GRAIN, FLOUR and MILL FEEDS
THE BOURSE, PHILADELPHIA, PA.
Members { Grain Dealers National Ass'n. / Commercial Exchange, Philadelphia, Pa. / Chamber of Commerce, Philadelphia, Pa. / Illinois Grain Dealers Ass'n. / Indiana Grain Dealers Ass'n.

**S. H. YOUNG & CO.**
**GRAIN, FLOUR, ALFALFA AND MILL FEEDS**
Consignments Solicited
417-419 "The Bourse," PHILADELPHIA

**E. L. ROGERS & CO.**
COMMISSION MERCHANTS
Receivers and Shippers of
HAY, STRAW, GRAIN, Etc.
Over 50 years in the business
358 Bourse Bldg., PHILADELPHIA, PA

**L. F. MILLER & SONS**
Receivers and Shippers of
GRAIN, FEED, SEEDS, HAY, ETC.
OFFICE: 2931 N. BROAD ST., PHILADELPHIA, PA.
CONSIGNMENTS SOLICITED
Special attention given to the handling of CORN and OATS

The fact that we want your Wheat, Corn, Oats and Mill Feed does not interest you, but the fact that it will make you money to ship to us does. Hundreds of satisfied shippers will say that LEMONT makes them money.
E. K. LEMONT & SON
411 Bourse Building PHILADELPHIA, PA.

**Taylor & Bournique Co.**
GRAIN MERCHANTS
*Shippers of Quality and Uniformity*
*Oats, Milling Rye and Corn*
627-629 Bourse Philadelphia, Pa.

## GRAIN RECEIVERS

# OTHER MARKETS

## GRAIN RECEIVERS

E. A. MOWREY
Pres. and Mgr.
C. W. COLBY
Secretary
HUTCHINSON, KANS.

**HUTCHINSON GRAIN CO.**
Receivers and Shippers
**GRAIN, HAY and FEED**

DEALERS IN
Kansas Turkey
Hard Wheat

### CINCINNATI, OHIO

Consign to or Ask for Bids
**The Brouse-Skidmore Grain Co.**
*Receivers and Shippers*
GRAIN-HAY-FEED
CINCINNATI, OHIO
Milling Wheat and Corn Our Specialty Mail Us Samples

### CRAWFORDSVILLE, IND.

**CRABBS REYNOLDS TAYLOR CO.**
Crawfordsville, Ind.
GRAIN
**Clover and Timothy Seeds**
*Get in touch with us.*

### SIDNEY, OHIO

**V. E. CHAMBERS**
Sidney, Ohio
The Grain and Hay Man
Buyer and Shipper Car Load Lots
Your Business Appreciated

### DENVER, COL.

**The Denver Elevator**
Wholesale Grain and Grain Products
Colorado and Kansas Flours
DENVER, COLORADO

### SPRINGFIELD, ILL.

**John H. Lloyd & Co.**
*Grain Merchants*
Members—
Chicago Board of Trade
Grain Dealers' Nat'l Assn.
Illinois Grain Dealers' Assn.
Springfield, Illinois

### LANCASTER, PA.

**DO YOU REALIZE**
That country trade always pays you best in every way?
We work a large country business.
See the point?
JONAS F. EBY & SON, LANCASTER, PA.

### CEDAR RAPIDS, IOWA

**Cedar Rapids Grain Co.**
RECEIVERS AND SHIPPERS
CEDAR RAPIDS - IOWA

### DETROIT, MICH.

**Dumont, Roberts & Co.**
GRAIN MERCHANTS
Try our Service on Consignments of your
WHEAT - CORN - OATS
31-2 Chamber of Commerce, DETROIT, MICH.

### MEMPHIS, TENN.

**WALTER M. BROWNE**
GRAIN HAY AND MILL FEED
Consignments Solicited. MEMPHIS, TENN.
Member { Memphis Merchants Exchange / Memphis Grain and Hay Association / Grain Dealers National Association / National Hay Dealers Association

**FEEDS AND FEEDINGS** A compendium of animal nutrition and the rational feeding of farm animals set forth in simple, helpful language. Its basis is the extensive investigations with animals in the physiological laboratories of Europe and America and the numerous feeding trials with farm animals conducted by experiment stations, especially those of America, during the last thirty years. Tho these have been added the experiences of successful stockmen, gathered from the widest sources. The substance of all of the important work of our experiment stations in the feeding of farm animals, as set forth in hundreds of bulletins, is arranged, condensed and made available to the reader. Tenth edition, revised and entirely rewritten. By W. A. Henry, Emeritus Professor of Agriculture, University of Wisconsin. Octavo size, 613 pages, bound in art vellum. Price $2.50.
MITCHELL BROS. PUBLISHING COMPANY 431 South Dearborn Street, Chicago, Ill.

# LEADING GRAIN RECEIVERS IN ALL MARKETS

### ATLANTA, GA.
Gregg, Jos., & Son, grain & hay brokers.*†

### BALTIMORE, MD.
Baltimore Pearl Hominy Co., corn buyers.*
England & Co., Chas., grain, hay receivers.*†
Fahey & Co., John T., receivers, exporters.*
Hax & Co., G. A., grain and hay receivers.*†
Macneal & Co., Walter F., grain, hay.*†
Scarlett & Co., Wm. G., seeds.
Steen & Bro., E., grain, hay.*†

### BLOOMINGTON, ILL.
Baldwin, Roberts & Co., shippers and brokers.
Slick, L. E., receivers and shippers.*
Worth-Gyles Grain Co., buyers, shippers cash and future grain.*

### BUFFALO, N. Y.
Buffalo Grain Co., receivers, shippers.*
Burns Grain Co., grain commission.*
Churchill Grain & Seed Co., grain and seeds.*
Eastern Grain, Mill & Elevator Corporation, wheat, rye, corn, barley, oats.*†
Electric Grain Elevator Co., consignments.*†
McConnell Grain Corporation, grain.*†
Pierce, Geo. E., oats.*
Pratt & Co., corn, oats, wheat.*
Ratcliffe, S. M., grain and hay.†
Townsend-Ward Co., receivers and shippers.*
Urmston Grain Co., grain commission.†
Whitney & Gibson, receivers and shippers.*

### CEDAR RAPIDS, IOWA.
Cedar Rapids Grain Co., grain merchants.*

### CHICAGO, ILL.
Armour Grain Co., grain buyers.*
Bailey & Co., E. W., commission merchants.*
Bartlett Frazier Co., receivers and shippers.*
Bridge & Leonard, grain, hay.*†
Dickinson Co., Albert, seeds.
Dole & Co., J. H., commission merchants.*
Freeman & Co., Henry H., hay, straw, grain.*†
Gerstenberg & Co., grain and seeds.*
Griffin & Co., J. P., grain commission.*
Hitch & Carder, grain commission.*
Hoit & Co., Lowell, com. grain, seeds.
Hulburd, Warren & Chandler, com. merc.*
Illinois Seed Co., seed merchants.
Lamson Bros. & Co., commission merchants.*
Lowitz & Co., E., grain commission.*
McKenna & Rodgers, com. merchants.*
Miller & Co., Albert, hay and produce.†
Norris Grain Co., grain merchants.*
Northern Grain & Warehouse Co., grain merchants.
Paynter, H. M., grain commission.
Pope & Eckhardt Co., grain and seeds.*
Quaker Oats Co., wheat, corn, oats, barley, rye.
Rosenbaum Brothers, receivers, shippers.*†
Rosenbaum Grain Co., J., shippers.*
Rumsey & Co., grain commission.*
Sawers Grain Co., grain commission.*
Schifflin & Co., Philip H., com. merchants.*
Shaffer, J. C., & Co., grain merchants.*
Simons, Day & Co., grain, stocks, bonds.*
Thayer & Co., C. H., commission merchants.*
Wagner & Co., E. W., receivers, shippers.*
Ware & Leland, grain and seeds.*

### CLEVELAND, OHIO.
Cuyahoga Grain Co., hay, grain, feed.

### CINCINNATI, OHIO.
Brouse-Skidmore Grain Co., rec. & shipper.*†

### COLUMBUS, OHIO.
McAlister, Jas. P., & Co., shippers grain, hay.†

### CRAWFORDSVILLE, IND.
Crabbs-Reynolds-Taylor Co., grain, seed.*†

### DECATUR, ILL.
[illegible], grain b[illegible]

### DENVER, COLO.
Denver Elevator, The, grain.*

### DETROIT, MICH.
Dumont, Roberts & Co., receivers, shippers.*

### DULUTH, MINN.
White Grain Co., grain and hay.*†

### EVANSVILLE, IND.
Small & Co., Inc., W. H., field seeds, grain.*

### FRANKFORT, IND.
Frank & Co., Wm., grain brokers.*

### HUTCHINSON, KAN.
Hutchinson Grain Co., receivers and shippers grain, hay, feed.

### INDIANAPOLIS, IND.
Belt Elevator & Feed Co., commission, grain, brokerage.*
Boyd Grain Co., Bert A., grain commission.*
Evans Grain Co., Wm. R., grain merchants.
Gale Grain Co., P. M., brokerage.*
Hayward-Rich Grain Co., commission and brokerage.*
Kendrick & Sloan Co., receivers and shippers.†
Kinney, H. E. Grain Co., grain, hay, feed.*†
McCardle-Black Co., grain commission.
Merchants Hay & Grain Co., receivers and shippers.*†
Sawers Grain Co., grain commission.*
Urmston Grain Co., grain commission.*†
Witt, Frank A., grain commission and brokerage.

### KANSAS CITY, MO.
Addison Grain Co., grain commission merchants.
Moore-Lawless Grain Co., grain receivers.*
Moore-Seaver Grain Co., corn and oats.*
Peppard Seed Co., J. G., alfalfa seed, millet.
Simonds-Shields-Lonsdale Grain Co., wheat, kaffir, oats, corn.*
Western Grain Co., shippers grain and feed.*

### LANCASTER, PA.
Eby & Son, Jonas F., receivers and shippers.*†

### LIMA, OHIO
Pollock Grain Co., wholesale grain hay, straw.*

### LOUISVILLE, KY.
Edinger & Co.,† grain, hay, feed.
Farmer & Sons, Oscar, grain, hay, feed.*†
Williams & Monroe, grain, stocks, cotton.

### MEMPHIS, TENN.
Browne, Walter M., grain, hay, mill feed.*
U. S. Feed Co., receivers and shippers.†

### MILWAUKEE, WIS.
Bacon Co., E. P., grain commission.*
Bell Co., W. M., grain, seed.*
Cargill Grain Co., receivers and shippers.
Courteen Seed Co., seeds.
Donahue-Stratton Co., buyers and shippers.*
Franke Grain Co., receivers and shippers.*
Kamm Co., P. C., grain merchants.*
Kellogg Seed Co., seeds.
Milwaukee Grain Commission Co., grain.
Mohr-Holstein Commission Co., grain com.*
Taylor & Bournique Co., corn, oats, barley.*
Thayer & Co., C. H., commission merchants.*

### MINNEAPOLIS, MINN.
Cargill Elevator Co., grain shippers.*
Cereal Grading Co., grain merchants.*
Godfrey-Blanchard Co., grain commission.*
McCaull-Dinsmore Co., com. merchants.*
Quinn, Shepherdson Co., grain merchants.*
Scroggins-McLean Co., The, wheat shippers.*

### NEW YORK, N. Y.
Brainard Commission Co., oats, barley.*
Forbell & Co., L. W., com. merchants.*
Power & Co., W. D., hay, straw, produce.†

### PEORIA, ILL.
Buckley [illegible] grain, hay, seeds.*
Bowman [illegible], Geo. L., grain commission.

Cole Grain Co., Geo. W., grain receivers.*
Conover Grain Co., E. B., receivers, shippers.
Dewey & Sons, W. W., grain commission.*
Feltman Grain Co., C. H., grain commission.*
Grier Grain Commission Co., grain commission.
Grier & Co., T. A., grain commission.*
Luke Grain Co., grain commission.*
McCreery & Sons, J. A., com. merchants.*
Miles, P. B. & C. C., grain commission.*†
Mueller Grain Co., receivers and shippers.*
Rumsey, Moore & Co., grain commission.*
Smith-Hamilton Grain Co., grain commission.*
Warren Commission Co., consignments.*

### PHILADELPHIA, PA.
Lemont & Son, E. K., wheat, corn, oats, mill feed.†
Miller & Sons, L. F., receivers and shippers.*†
Richardson Bros., grain, flour, mill feeds.*
Rogers & Co., E. L., receivers and shippers.*†
Taylor & Bournique Co., oats, milling rye, corn.
Young & Co., S. H., grain, flour and feeds.

### PITTSBURGH, PA.
Harper Grain Co., grain commission.
Heck & Co., W. F., grain, hay, mill feeds.*†
Herb Bros. & Martin, grain and hay.*†
McCague, R. S., grain and hay.*†
Rogers & Co., Geo. E., receivers & shippers.†

### RICHMOND, VA.
Beveridge & Co., S. T., grain, hay, feed.*†

### ST. JOSEPH, MO.
Marshall Hall Grain Co., receivers, shippers.*

### ST. LOUIS, MO.
Elmore-Schultz Grain Co., receivers, shippers.*†
Goffe & Carkener Co., grain, hay, seeds.*†
Graham & Martin Grain Co., rec. exclus.*†
Langenberg Bros. Grain Co., grain com.*†
Marshall Hall Grain Co., rec., shippers, & exp.*
Mason Hawpe Co., grain merchants.*
Mullally Hay & Grain Co.*†
Nanson Commission Co., receivers, shippers.*†
Picker & Beardsley Com. Co., grain, hay.*†
Powell & O'Rourke Grain Co., receivers, shippers, exporters.*
Prunty, Chas. E., grain and seeds.
Schisler Seed Co., A. W., field and garden seeds.
Seele Bros. Grain Co., commission.*
Toberman, Mackey & Co., grain, hay, seeds.*†
Turner Grain Co., grain commission.

### SIDNEY, OHIO.
Chambers, V. E., wholesale grain and hay.*†
Custenborder & Co., E. T., buyers and shippers of grain in car lots.*
Wells Co., J. E., wholesale grain, seed.*

### SPRINGFIELD, ILL.
Lloyd & Co., John H., grain merchants.*

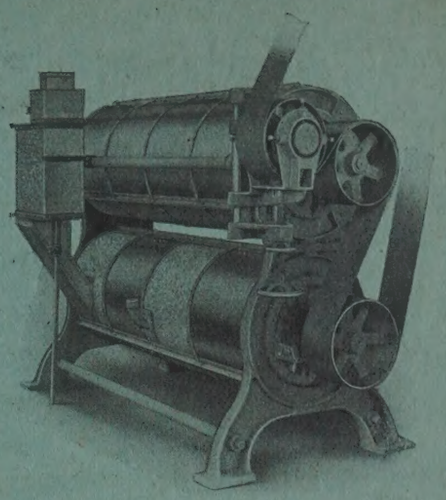
### TIFFIN, OHIO.
Sneath-Cunningham Co., wholesale grain and seeds.

### TOLEDO, OHIO.
Chatterton & Son, hay, oats, wheat.*†
De Vore & Co., H. W., grain, seeds.*
King & Co., C. A., grain and seeds.*†
Raddatz & Co., H. D., grain, seeds.*
Southworth & Co., grain and seeds.*†
Wickenhiser & Co., John, grain dealers.*
Young Grain Co., grain, seeds.*
Zahm & Co., J. F., grain and seeds.*†

### TOPEKA, KAN.
Derby Grain Co., wheat, oats, corn.*
Forbes Milling Co., wheat, oats, corn.*
Golden Belt Grain & Elevator Co., wholesale grain.*

### WINCHESTER, IND.
Goodrich Bros., wholesale grain, seeds, hay

# ELEVATORS BUY SMUTTY WHEAT



Clean it up on the Wolf-Dawson Wheat Washer and Drier and it sells for No. 1 or No. 2 wheat. Cost of cleaning: ¼ cent per bushel. Profit—the difference between the dockage price and ¼ cent per bushel.

How long will it take to pay for the Wolf-Dawson Wheat Washer?

What will be your profits from this machine the first year?

St. Cloud, Minn.,
July 23, 1917.

The Wolf Company,
Chambersburg, Pa.

Gentlemen:

Replying to your letter of the 17th, The Wolf-Dawson Wheat Washer and Drier installed by us last year is doing very satisfactory work and we do not feel that we could get along without it having seen the water which comes off after washing what seems to be almost clean wheat, and it certainly is invaluable where there is any smut in the wheat.

Very truly yours,
THE H. C. ERVIN CO.

Uniontown, Washington,
July 26, 1917.

The Wolf Company,
Chambersburg, Pa.

Gentlemen:

We have your letter relative to the Wolf-Dawson which we purchased from you last season. We have given the machine a thorough trial and find it in every way satisfactory. It is undoubtedly just the thing to handle the smutty wheat. We were told it would not be a success when used as we intended to use it, as the wheat has to be milled immediately after washing. However, we have no flour mill in connection with our elevator plant, have washed all of our smutty wheat and shipped it east and west with no complaint so far as to any of it not being in merchantable condition. No plant handling smutty wheat can afford to be without a Wolf-Dawson, it will make it No. 1.

Very truly yours,
UNIONTOWN CO-OPERATIVE ASSN.

Plainwell, Michigan,
May 5, 1917.

The Wolf Company,
Chambersburg, Pa.

Gentlemen:

We are well pleased with the Wolf-Dawson Wheat Washer and Drier and would not like to be without it on smutty wheat as it does the work nicely.

Very truly yours,
J. F. EESLEY MILLING CO.

## THE WOLF COMPANY Chambersburg, Pa., U. S. A.



# ANNOUNCING A NEW BOOK FOR MILLS AND ELEVATORS

MANY operators of elevators and flour mills have derived help from the ingenious devices published in the "Book of Wrinkles." The great demand for this book, which is now in its Fifth Edition, has impelled the publishers to issue a new volume in the series:

## Milling Kinks

which is just off the press and ready for delivery. Since it is probable that the first edition will be rapidly exhausted, those desiring a copy are urged to send in their orders immediately.

THE new book, "Milling Kinks," is uniform in size and style with the "Book of Wrinkles" and contains 169 illustrated devices, many of which are of as much value to Elevator Operators as to Millers and Millwrights. Chapters are included on: Bins, Hoppers and Sinks; Valves and Spouting; Elevators and Conveyors; Receiving, Separating and Cleaning; Roll Auxiliaries; Sifters and Bolters; Belting and Transmission; Blending and Tempering; Filling and Packing; Sampling and Testing; Dust Collection; Lubrication; Heating, Ventilating and Fumigating; Special Tools and Devices; Miscellaneous.

*PRICE $1.00 POSTPAID*

**MITCHELL BROS. PUBLISHING COMPANY**
**431 South Dearborn St., Chicago, Ill.**

# "Attention Millers"

## The Weller Continuous Corn Meal and Flour Dryer

A Rotary Steam Dryer made to stand extreme usage and continuous service.

**"Built Like a Battleship"**

All steel and so constructed that parts are easily replaced. Made with "ALL STEEL" Cooler attached or as separate unit. The most efficient dryer on the market.

***Prices and details on request.***

## WELLER MFG. CO.

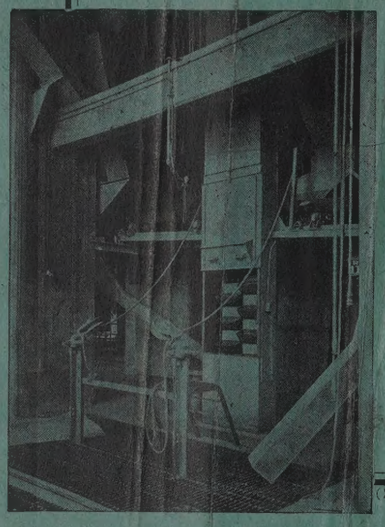
**1856 N. Kostner Ave. Chicago, Illinois.**

# WEBSTER

## Grain Elevator Machinery

The biggest users in the world of Elevating, Conveying and Transmission Machinery for grain handling have repeatedly installed Webster Machinery.

In smaller plants, where effective equipment is fully as important, Webster Machinery holds the same prominent place.



To plan new structures, repairs or extensions without investigating the Webster Line would seem unwise.

Our engineers are ready to make recommendations based upon your requirements.

**The WEBSTER M'F'G COMPANY**

**TIFFIN - OHIO**

Offices in Chicago, New York and Boston.

(203x)

**"UNCLE SAM" has now allowed us to purchase steel and resume the manufacture of the**

## CLIMAX SCOOP TRUCK

which will be glad news for many waiting customers. The Scoop-Truck enables one man to remove more coal or grain from a box car than three men can move in the ordinary way. Ask any of the 5,000 users who have tried it.



**Price**

**Standard - - - - $15.00**
**Extra Heavy - - - 17.00**
**F. O. B. Factory**

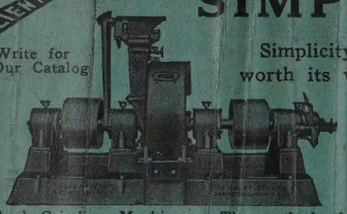
**DETROIT SCOOP-TRUCK COMPANY**

**2227 W. Jefferson Ave DETROIT, MICH.**

Bauer SCIENTIFIC

## SIMPLICITY

Write for Our Catalog



Simplicity is a merit point worth its weight in gold. Simplicity in the "Scientific" is a development in years of designing, manufacturing and operating experience.

See how much more simple is the "Scientific" when compared with other Feed Grinding Machinery. The method of changing Plates is only one of the many simplicity features. Ask your neighbor who uses the "Scientific," then write for further information to

**517 Bauer Bldg. THE BAUER BROS. CO. Springfield, Ohio, U. S. A.**

SCIENTIFIC

# ARE YOU WORRIED

about the condition of that grain in your bins?
Let us equip your storage with a

## Zeleny Thermometer System

to tell you the exact condition of the grain and cut out the worry

*Over 100 Elevators Equipped*
Write for Description

**WESTERN FIRE APPLIANCE WORKS**
**542 South Dearborn Street Chicago**




The Supreme Courts have ruled against you, so why put off having a dust collecting system installed to prevent a dust explosion? It doubles the lease of life of your employes and gives you a clean elevator even though you never meet with a loss. We make dust collectors, but collectors alone will not protect you.

Write

**THE DAY COMPANY,**
**Minneapolis, Minn.**

Pioneers in the work.